

The PRODUCER

Vol. X

DENVER, COLORADO

No. 10



MARCH 1929

Official Organ of the
AMERICAN NATIONAL LIVE STOCK
ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

DENVER IN 1930

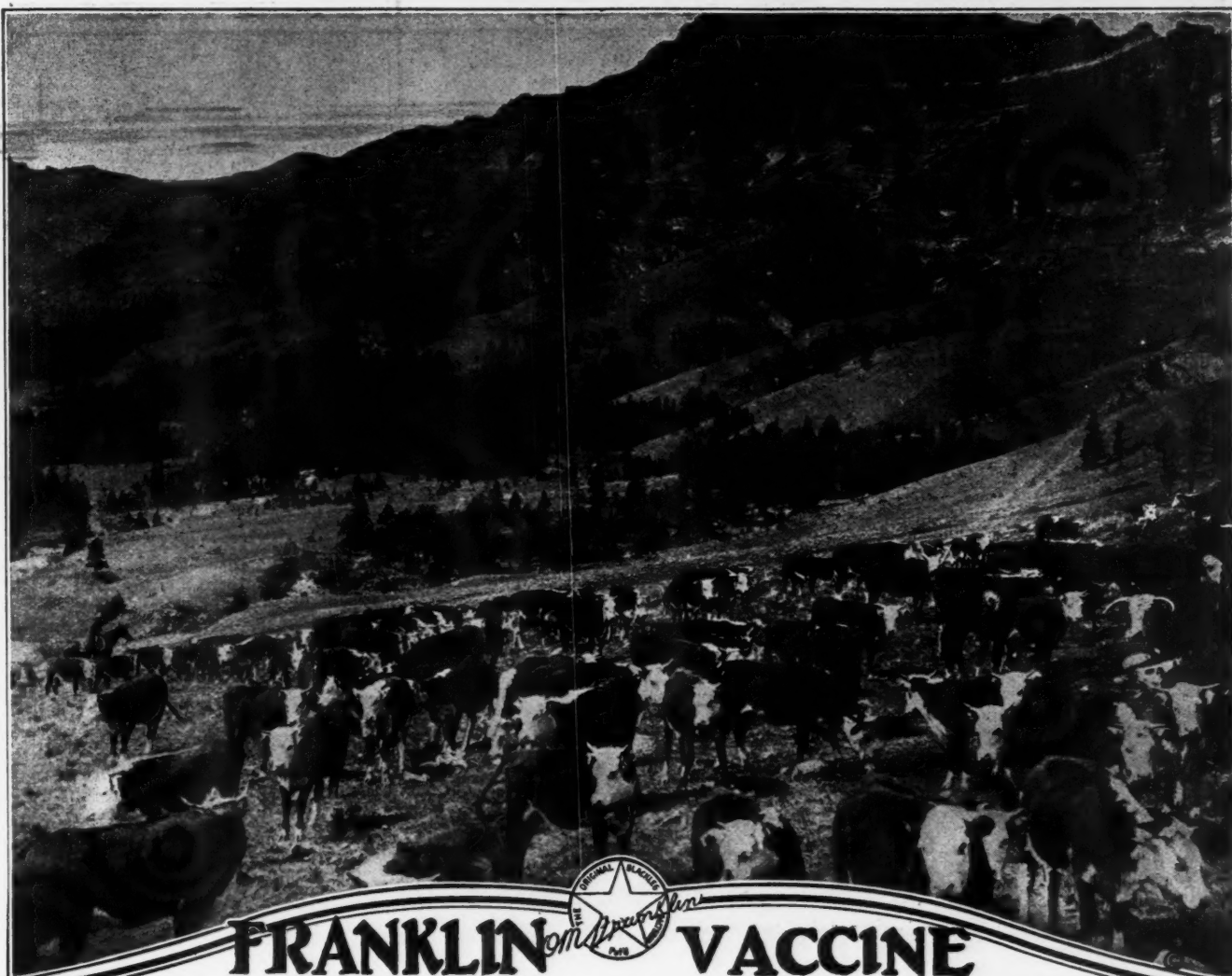
WE EXTEND congratulations to the American National Live Stock Association, which has just shown such good judgment by choosing *Denver* for their 1930 convention.

The live-stock interests at *Denver*, together with the convention committee of the Chamber of Commerce and kindred organizations, will put forth every effort to make this convention a complete success. The *producers* of live stock are assured that the next convention will be a high light in the history of the American National.

Denver is an ideal convention city, as well as being the center of the great cattle industry of the mountain and plains region. This latter fact is fully recognized by the American National membership, who maintain their headquarters here.

However, members of the Association and their friends need not wait until 1930 before making a trip to *Denver* and to the *Denver Union Stock Yard*. This Market is an excellent one to visit any month in the year that you have cattle to sell, or if you are seeking stockers and feeders. Your wants will always be attended to here.





FRANKLIN VACCINE

Immunity from Blackleg

BBLACKLEG may or may not kill some of your calves, if you do not vaccinate.

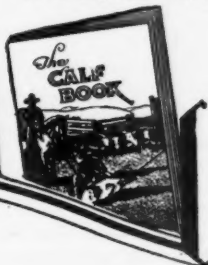
No one knows. But, with the disease so prevalent, there are pretty sure to be losses sooner or later.

Taking chances is costly in the long run.

Why run the risk, when you can make sure of preventing ALL Blackleg loss by immunizing with Franklin Blackleg Vaccine?

The potency of this brand has been brought to such a high state of dependable uniformity that once a calf is given a dose it is SAFE. Blackleg germs can't harm it. The risk is eliminated.

Franklin Blackleg Vaccine is produced by a patented process of chemical sterilization that puts it in a class by itself for purity and potency. It is dependable, harmless, and non-toxic.



Franklin Vaccines are sold by exclusive Drug Store Agencies located throughout the range sections. Send in your name and address, and we will send you a copy of the newly revised "Calf Book" and give you name of nearest dealer.

O. M. FRANKLIN BLACKLEG SERUM CO.

GENERAL OFFICES: DENVER, COLORADO

LABORATORY: AMARILLO, TEXAS

Other Sales Offices: Kansas City, Alliance, Wichita, Amarillo, El Paso, Marfa, Fort Worth, Santa Maria, Rapid City, Calgary

Immunity from Hemorrhagic Septicemia

RECENT years have seen a great advance in vaccines for the control of Hemorrhagic Septicemia.

The losses from this disease in its various forms are so extensive that dependable control measures are urgently needed.

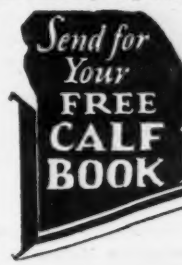
Hemorrhagic Septicemia Aggressin is now available that confers immunity for a year or more.

In view of the dependability this product has proved to possess, we recommend vaccinating all calves for immunity at the same time they are being branded and vaccinated for Blackleg.

Older animals not so immunized should be vaccinated with this Aggressin at least ten days before shipping.

For conditions of exposure in transit, etc., Hemorrhagic Septicemia Bacterin is preferred.

We have given a great deal of study to the control of this menacing disease, and have published a special booklet that will be mailed free to anyone making request.



THE PACKERS

... a misnomer

WHEN Armour and Company was founded, "meat packing" was the correct description of what it did. It meant packing meats in barrels of brine to preserve them. Transportation was maddeningly slow where it existed at all. The far West was being opened up. Preserved meat—"packed"—was the only kind suitable to those conditions.

But conditions changed many years ago and meat "packing" became a very small proportion of Armour and Company's business. Today the bulk of its product is fresh meat—and perishable. Fast trains and refrigerator cars speed fresh meats to every part of the country. But they cannot be held, when they reach their destination, even if prices are not satisfactory. They must be eaten promptly or lose in marketable value.

That is why the daily price of fresh meat prevailing throughout the country has such a decisive influence on what Armour and Company can pay for livestock. It doesn't make any difference where the livestock is sold nor how it is sold—the fact that the meat obtained will be perishable and will have to be marketed at the current price determines its value.

F. E. White
President

ARMOUR AND COMPANY

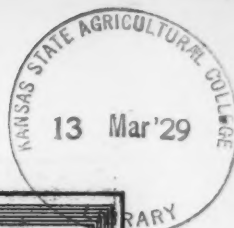
U. S. A.

We have prepared a book telling you how to go about selling your live stock so as to make the most money on it. We will be glad to send it to you free, upon receipt of this coupon, with your name and address written on it. Armour and Company, Dept. OP-3, Chicago, Illinois.

Name _____ R.F.D. No. _____

Town _____ State _____

(Entered as Second-Class Matter June 11, 1919, at the Post Office at Denver, Colorado, under the Act of March 3, 1879. Acceptance for Mailing at Special Rate of Postage Provided for in Section 1103, Act of October 3, 1917. Authorized on September 21, 1921.)



THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume X

DENVER, COLORADO, MARCH, 1929

Number 10

Western Canada's Cattle Industry

BY OBSERVER

[We present herewith an article on Canadian beef-cattle conditions, written by a man in close touch with the situation. On the question of the tariff, of course, it is hardly possible for those north and south of the border to see eye to eye, but our readers will be interested in getting the Canadian point of view.—EDITOR.]

WHEN THE DETAILED HISTORY of the cattle industry in western Canada is written, the period from 1923 to 1928 will be the story of a vigorous battle on the part of producers to recover their position surrendered during the sensational drop in prices during the post-war period, 1920-23. Many have recovered entirely, many partially so, while many will never get back to the point from which they fell. Figures can never estimate the aggregate loss to the industry, in dollars and morale, during this trying period.

It is a singular fact that producers generally become discouraged during a period of low prices, and liquidate their holdings to the extreme. On the other hand, they become encouraged to increase their holdings during advancing price periods. This is particularly true of the live-stock producer, and more so where he is working under limited capital and credit. The result is that he is probably out of cattle when he should be in, and in cattle heavily when he should have fewer. The above situation, coupled with the fact that the past five years have brought several serious and unexpected fluctuations in prices in Canada, has retarded production to a point much below that warranted by our geographical situation and productive possibilities.

Statistics from public markets in western Canada show that there has been a slight annual reduction

in the number of cattle sold through these stock-yards since 1923, with such reduction considerably greater in 1928. During this same five-year period the marketing of calves has doubled. These statistics are difficult to reconcile, and are used by different authorities to justify different conclusions. However, a practical summing-up of the situation would appear to be that our cattle population has virtually been at a standstill over the past five years. Heavy liquidation of calves is due to two important causes: first, the high price of veal; and, second, the increase in dairying, which necessitates the vealing of many calves that might otherwise be carried over for one or two more years.

Farmer Problem

The average farmer is the man most difficult to keep in the cattle business. He switches about from wheat-growing to dairying, then from hogs to sheep, and then back to beef cattle. He balks at a fair price for a good breeding bull, and thus gets but a short distance on the road to success in any one of these lines.

Through all these years the rancher has been the backbone of the cattle industry. His faith in the need for good breeding stock has never wavered, with the result that he leads by many miles in the quality and breeding of commercial cattle. Were it not for the rancher, our Canadian cattle could boast but little of their quality. To him must go the credit for the carloads of uniform roans and reds, whitefaces and blacks, which are so popular with the good cattle-feeders, and show such remarkable gains in the feed-lots of the south and east. When he needs from one



GRADE ABERDEEN-ANGUS STEERS—BRED AND RAISED IN WESTERN CANADA
Winners of first prize for group of six commercial steers at Royal Show, Toronto

to half a dozen breeding bulls for his herd, he goes out and buys them, whimpering not at the price for the animal that will give him those husky, thick, smooth steers which will always sell on any market. His assets are all in his ranch and its equipment, and he is in the business to stay, if conditions will permit him to exist in the work.

The rancher, too, asks little of governments, municipalities, or individuals. He would be content with such permanency of lease on crown lands as would enable him to plan his operations over a period of years without interference, and then with being permitted to market his cattle where he chooses, without being subject to the restriction of a tariff. The former desire has successfully been met in recent years by the federal government granting ranchers on crown lands in western Canada a forty-nine-year lease on such lands. The problem of free and unrestricted markets has not been solved; in fact, it offers the greatest obstacle to the successful conduct of the ranching interest in western Canada. The first desire of the rancher is to reach the American market free of duty, and to have the advantage of the British market for heavy cattle.

Limited Market Fatal

These prairie provinces of Canada are comparatively new as yet. Until such time as farmers are able to establish themselves in a system of farming which includes the growing of corn, roots, and grasses, and are able to build the necessary barns for intensive feeding, the bulk of cattle will be reared under outdoor conditions that will produce more feeder steers than fat steers. This is the fundamental reason why Canadian cattle-producers are so vitally interested in having access to markets in those countries where

the finishing of cattle is an established practice. At present their only unrestricted market is in eastern Canada—the province of Ontario chiefly, and to some extent in Quebec. This market cannot begin to absorb the annual output of our stocker and feeder cattle. If the Canadian industry is to achieve the position of which it is capable, it must have free access to other markets.

The heart of every Canadian producer is set upon the removal of the Fordney tariff, which will admit his cattle to the feed-lots of the central states without the present duty of one and a half cents to two cents per pound. In season and out of season it is discussed throughout this country, in hope that some situation may arise to accomplish such desire, even by reciprocal arrangement on such commodities as pulp-wood or other material of which the United States is a big user. However, the election of Herbert Hoover, and his commitment to higher rather than lower tariffs for the protection of American farmers, have for the present cast a shadow over prospects for the removal of this barrier. The advantage to the Canadian farmer and rancher of an unrestricted outlet to the American market is shown in the fact that, even under the present tariff, fully 75 per cent of our feeder cattle enter the United States, while only 25 per cent go to the feed-lots of eastern Canada.

That beef-cattle production should be on the decline in a country so ideally suited to its development as western Canada is a matter of real concern to serious-minded men. In almost every publication you can read statistics and facts that would indicate an exceedingly bright future for the industry. Governments and government officials are exerting every effort to encourage production, almost to the point of paternalism; yet little progress is being made. There

must be reasons for this situation. Let us analyze these in an impartial way, and see if the average producer is not doing a little more serious thinking than we have been willing to give him credit for.

Big Canadian Packing Merger

Stock-yard authorities and other men prominent in the commercial live-stock industry look with real concern upon the recent merger of five Canadian meat-packing establishments, and its ultimate effect. The stock-yard salesman notes the narrowing-down of competitive bidding, and the producer sees his offerings go to the scales without any sign of competition. The retailer and consumer find meat prices high, and the former finds a gradual tightening-down on his credit with the packing-house. In calm discussions with men who are expected to furnish the cattle for this great merger, it is not difficult to extract the general opinion that they will not increase their holdings in cattle, irrespective of favorable prospects, until such time as the effect of this powerful combine becomes apparent.

In noting the various factors that have contributed to limited cattle production in recent years, one cannot in fairness overlook the influence of the wheat and coarse-grain pools. These farmer-owned organizations have been established to enable the farmer to get a more just reward for his labor. They have succeeded so thoroughly in establishing the producers' confidence in the future of grain-growing that many acres formerly stocked with cattle have been broken up and devoted to the growing of wheat, oats, and barley. Whether this change will be permanent or not only time can tell.

A few unfortunate ventures in the production of beef cattle will readily turn a man to dairy-farming,

especially if he is in one of the districts where feed, water, and natural shelter are available. The past five or six years have recorded phenomenal developments in dairy-farming in this country, including the importation of valuable foundation stock, as well as the establishment of creameries and cold-storage facilities. Such development is largely in the park-like sections of the north, rather than on the more open plains of the south. In the latter sections, wheat-raising has greatly increased, to the detriment of the rancher, who is without the protection of a long-term lease on pasture land beyond the boundaries of his own holdings.

In spite of the exacting aspects of the dairy industry, it is difficult to turn a man's mind from the weekly check of the local creamery, after he has suffered financial failure in the raising of frozen or rusted grain, or raised beef cattle to sell at a loss.

Baby-Beef Production

There appears to be one point upon which all authorities are unanimous, and that is that baby-beef production is a profitable business in this country. Farm journals and government officials are strongly recommending it. Packers are paying very satisfactory prices for baby beef of proper finish, and no doubt passing the cost on to the consumer with a profit to themselves. Every possible encouragement is given to boys' and girls' clubs to produce baby beef by offering substantial prizes for merit, as well as fabulous prices for prize-winners at shows. While a beginning in this work was made by the Winter Fair at Brandon, Manitoba, ten years ago, it is in the past five years that fairs and exhibitions, large and small, have offered their support to these boys' and girls' calf clubs and the feeding for baby beef.



SELECTED CALVES LENT BY HUDSON BAY COMPANY TO BOYS' AND GIRLS' CLUBS
To be exhibited at Provincial Stock Show at Brandon, Manitoba, this spring

One of the latest announcements along this line comes from the Hudson Bay Company, Winnipeg—one of the pioneer mercantile concerns of the Canadian Northwest—which has lent several dozen selected calves to boys and girls throughout Manitoba to feed for the spring fat-stock show at Brandon, where, after exhibiting for special prizes, they will be sold as baby beef, and the donors paid the initial cost of the calf from the proceeds. This movement for baby-beef production is one that primarily concerns the farmer rather than the rancher, the latter not always having the facilities for carrying on this work.

A country with such open range and magnificent grass as characterize southern Alberta and southwestern Saskatchewan is certain ultimately to be the great cattle country that it once was. That cannot be denied. But before such general re-establishment occurs there will have to be certain readjustments common to all new countries. From the rancher's standpoint, wider markets are absolutely essential to greater development, and nothing else. From the farmer's standpoint, such markets are desirable. But more essential to his general success in the beef-cattle business is the realization that constant wheat-growing cannot improve the fertility of his soil. He must be taught, too, that dairying offers no surer and more profitable source of income than the intelligent growing of fodder crops, and the marketing of such crops through choicely finished beef cattle. The goal may be at the end of a longer road than we think, but it will be reached nevertheless.

ASSOCIATION PAYS TRIBUTE TO COWAN AND TOMLINSON

THE FOLLOWING RESOLUTION on the death of Attorney Sam H. Cowan and Secretary T. W. Tomlinson was passed at the convention of the American National Live Stock Association in San Francisco last month:

"WHEREAS, Our association during the past year has suffered a grievous and irretrievable loss in the death of its attorney, Sam H. Cowan, and its secretary, T. W. Tomlinson; and

"WHEREAS, These two men for nearly a quarter of a century with unflagging zeal and never-wavering devotion have fought our battles and advanced the welfare of our industry as few others could have done; and

"WHEREAS, Whatever the association has accomplished has in great measure been due to their inspiration, fidelity, and outstanding ability; and

"WHEREAS, To the conscientious service which they gave to the cause of the live-stock man they added personal qualities which endeared them to every member of the association and, indeed, to all who came in contact with them; therefore be it

"Resolved, That we hereby express our profound sorrow at the passing of these two noble men, without whose familiar presence this gathering seems strangely incomplete; and be it further

"Resolved, That copies of this resolution be sent to their respective families."

THE SAN FRANCISCO CONVENTION

IN CHOOSING the city on the Golden Gate for its thirty-second annual convention, the American National Live Stock Association had builded better than it knew. Those who had come to the meeting from states to the north and east were lucky enough to escape the congealing temperatures which choked the breath out of such large sections of the country during the early days of February. Below-zero weather is not among the climatic varieties of which California boasts. Then, too, a sample of the famous Pacific brand of ocean dew was obligingly on tap, to the relief of delegates hailing from arid climes. To add to this climatic benediction, the hosts outdid themselves in the warmth of their traditional hospitality, setting an ambitious mark for coming convention cities to shoot at.

Altogether, it was a highly successful meeting. In spite of the remoteness of the location to a majority of members, the attendance was a large one, more than three hundred having registered. The financial condition of the association was reported to be much improved. After many years of struggling with embarrassing deficits, it is now out of debt and facing the future with a clean slate. Contributions for the support of its activities during the next twelve months were donated with a more liberal hand than for some time past, testifying to returning confidence and a brighter outlook for the industry. Throughout the session there was manifest a determination to make the National Association an ever more influential and militant factor in the advancement of the interests of the live-stock producer.

While the major interest of the convention centered around the tariff problem, and the prospect of at last getting fair treatment for agriculture in the forthcoming adjustment of import duties formed the topic of most of the formal and informal discussion, such time-honored subjects as forest grazing fees and the regulation of the public domain received their share of attention. A warning was sounded by Mr. Bixby against reopening the controversy with the government over the fee issue. Continued opposition to the present arrangement might, he thought, result in cattle being barred entirely from the national forests. On the public-domain question, he advised joint action between the American National Live Stock Association and the National Wool Growers' Association through the grazing committee already organized. Such a course, he said, held more promise of securing a satisfactory lease law than separate effort.

A note of sadness flowed like an undercurrent below the high spirits of the gathering, in that the familiar figures of Tomlinson and Cowan were missing. The former especially had been so long and

so intimately identified with the running of the annual conventions that now to go on without him seemed much like trying to navigate a ship without a rudder. So perfectly had the routine been worked out under Tomlinson's regime, however, and so well oiled had the wheels been left by him, that the machinery functioned without a hitch by simply yielding to its own momentum. The resolution passed in memory of the secretary and attorney is printed elsewhere in this issue.

After two years' service, L. C. Brite relinquished the presidential chair, to join the ranks of "honorary vice-presidents" made up of the excellent men who have preceded him. As his successor, Victor Culberson, of Silver City, New Mexico, was named. To take up Tomlinson's duties as secretary, with headquarters at Denver, F. E. Mollin, of Norfolk, Nebraska, was selected. Mrs. Josephine Ripley, for many years associated with Tomlinson, remains as assistant secretary. Charles E. Blaine, of Phoenix, Arizona, will represent the association in rate matters.

Much credit is due the local committee, under the direction of the California Cattlemen's Association, for its management of the details of arrangement and the entertainment features. These latter included a splendid banquet followed by a dance, a visit to the horse show, a boat-ride around picturesque San Francisco Bay, a trip through Chinatown, teas and a style show for the ladies, and many other enjoyable functions.

Next year the convention will go to Denver—the birth-place of the association.

THE PROCEEDINGS

The sessions opened at the Palace Hotel on Tuesday morning, February 5. Rev. W. A. Pankey, of the Calvary Presbyterian Church, San Francisco, pronounced the invocation. Addresses of welcome were given by C. C. Young, governor of California; F. W. Meyer, member of the Board of Public Works, San Francisco; and Fred H. Bixby, Long Beach, California, former president of the association. Charles D. Carey, Cheyenne, Wyoming, responded.

These preliminaries over, the president delivered his annual address. Mr. Brite began by paying homage to the memory of the two officers who had passed away since the last meeting, the audience rising in silent tribute. He then took up one by one the important issues confronting the live-stock industry. We hope to print extracts from his speech in the April number of THE PRODUCER.

In the afternoon, R. C. Pollock, general manager of the National Live Stock and Meat Board, spoke on "Advancing the Live-Stock and Meat Industry through Education and Research." Meat, said Mr. Pollock, to hold its own in competition with other food products, must enter the field of advertising. Beef-growers should imitate the sheepmen, who, by demonstrations of lamb cuts to housewives through retail markets and schools, had materially increased the consumption of lamb during the past year. A fund of \$2,000 was raised toward starting a beef-advertising campaign.

O. M. Plummer, manager of the Pacific International Live Stock Exposition, Portland, Oregon, addressed the con-

vention on the subject of "Proposed Beef Demonstrations." Mr. Plummer seconded the plea of Mr. Pollock for furthering the cause of the producer by spreading the beef gospel.

In place of F. Edson White, president of Armour & Co., who was prevented from being present, his brother, Willard C. White, vice-president of the company, presented the packer point of view in a talk entitled "The Maintenance of Prosperity in the Cattle Business." One of the chief problems toward which the attention of the producer ought to be directed, in Mr. White's opinion, was the reduction of the numerous fees exacted for handling live stock before it reaches the packer. Here the California people were leading the way through their Western Cattle Marketing Association. In the matter of the tariff, the packers favored duties on fat cattle and meats, but would prefer to see no increase on feeders and no duty on hides.

The session of the second day was opened by Dr. A. W. Miller, assistant chief of the Bureau of Animal Industry, in charge of the Packers and Stock-Yards Administration, who spoke on "Looking Out for Our Live-Stock Legions." Dr. Miller told of the manifold activities of his bureau, stressing the part played by the sanitary embargo on fresh meats from South America in establishing the present price-level on cattle.

"Production Costs and Receipts from Range Cattle" were discussed by Dr. A. F. Vass, of the University of Wyoming, who illustrated his talk with numerous charts.

Dr. Vass was followed by R. Y. Stuart, chief of the Forest Service, who presented "Some Mutual Problems of the Live-Stock Industry and the National Forests."

The afternoon was given up to various entertainments.

On Thursday morning—the last day—a speech was made by C. A. Stewart, executive secretary of the National Live Stock Producers' Association, Chicago, on "Development of Live-Stock Marketing in the Corn Belt."

W. A. Schoenfeld, representing the Bureau of Agricultural Economics at Portland, Oregon, spoke on "The World's Live-Stock Situation and Outlook."

W. D. Ellis, president of the Federal Intermediate Bank at Berkeley, California, concluded the list of formal addresses with a talk on "Financing the Cattle Business."

Reports of committees were thereupon submitted, resolutions were debated, officers were elected, and the next meeting-place was chosen.

Following is a summary of the resolutions passed:

1. Demanding equal protection for products of agriculture with those of manufacturing industries, and specific duties as follows: stocker and feeder cattle, 3 cents a pound; cattle for immediate slaughter, 4 cents; fresh beef and veal, 8 cents; swine, 3 cents; fresh pork, 5 cents; bacon and hams, 6 cents; lard, 5 cents; meats not specially provided for, 40 per cent ad valorem; hides, 6 cents a pound for wet and 15 cents a pound for dry;
2. Recommending passage of law declaring it to be national policy of railroad-rate regulation to impose lowest possible freight rates on products of ranch and farm permissible under constitutional restrictions;
3. Appealing to Congress to repeal section 15-a of Transportation Act;
4. Deploring proposed legislation to put Mexican immigration on quota basis;
5. Indorsing Great Lakes-Atlantic Ocean waterway project;
6. Reiterating opposition to Capper bill for restriction of direct marketing;
7. Favoring annulment of so much of Packers' Consent Decree as forbids packers to sell meats and related lines at retail;
8. Requesting passage of federal law prohibiting sale, delivery, or dumping within three-mile limit of garbage from ship which has docked at a port in a country where foot-

and-mouth disease is known or believed to exist, or which has taken on board fresh meat grown in such country;

9. Urging that American army and navy be supplied exclusively with beef grown in United States;

10. Asking for legislation amending present law so as to permit purchase of areas of 640 acres or less of isolated government lands fit only for grazing;

11. Indorsing work of Biological Survey and requesting Congress to increase appropriation for co-operative control of predatory animals and range-destroying rodents under ten-year program submitted by Secretary of Agriculture;

12. Urging appropriation by Congress for extermination of loco weed;

13. Congratulating live-stock producers upon decision of District Court at Omaha upholding authority of Secretary of Agriculture to fix commission charges;

14. Requesting continuation of activities of agencies instrumental in establishing system of grading and marking beef, and appropriation by Congress for carrying on this work;

15. Urging National Live Stock and Meat Board to counteract propaganda injurious to beef;

16. Favoring plan of raising assessment for National Live Stock and Meat Board from 10 to 20 cents per car, and requesting assistance of commission men in Pacific and inter-mountain states in collecting this amount;

17. Recommending that live-stock producers undertake co-operative advertising campaigns for benefit of their products;

18. Commending chief brand inspectors for efficiency in enforcing inspection laws;

19. Approving fundamental principles involved in "California Plan" for co-operative marketing, as carried on by Western Cattle Marketing Association;

20. Urging that every possible means be used to strengthen state and member associations, and that "contact committee" be appointed for purpose of fostering closer relations with organizations of allied interests;

21. Indorsing THE PRODUCER;

22. Expressing sorrow at death of Attorney Cowan and Secretary Tomlinson;

23. Thanking citizens of San Francisco for many courtesies extended during convention.

NATIONAL WOOL-GROWERS AT PHOENIX

BOTH IN POINT OF ATTENDANCE and in interest, the sixty-fourth annual convention of the National Wool Growers' Association, held in Phoenix, Arizona, January 29-31, was one of the best in recent years. Representatives from twelve states were present. As at San Francisco, the chief topic of discussion was the tariff, but the campaign to increase the consumption of lamb, as well as range and marketing problems, received their share of attention.

The report of Secretary F. R. Marshall dealt with the financial progress of the association under the new budget plan, under which specific amounts are raised by the various state organizations for its support.

Mrs. Harlan Hill, president of the Washington State Auxiliary Wool Growers' Association, spoke on the work done by the women of her home state. O. M. Plummer, manager of the Pacific International Live Stock Exposition at Portland, urged the formation of a strong national women's auxiliary. Action on this suggestion was later taken, Mrs. Hill being chosen president of the new organization.

President Frank J. Hagenbarth in his address stressed the importance of guarding against unscientific tariff-tinkering, and advocated raising the duty on dressed lamb to 6 cents a pound. He pleaded for continued support of the campaign to increase the consumption of lamb, and urged the marketing of wool in a more uniform manner, and of lambs in such a way as to avoid seasonal surpluses. National-forest and public-domain problems, he said, should be dealt with through proper legislation.

Mr. Hagenbarth was followed by D. W. Hartzell's lamb-

cutting demonstration, after which R. C. Pollock, general manager of the National Live Stock and Meat Board, told of results of the board's work to promote the consumption of meat.

The present and prospective condition of the dressed-lamb trade was discussed by a number of packer representatives. J. F. Walker, representing the Department of Agriculture, pleaded for better wool-marketing methods. Other speakers were: Paul Draper, of the Boston Wool Trade Association; R. Y. Stuart, chief of the Forest Service; Stanley P. Young, of the Biological Survey; and F. S. Gedney, chairman of the Committee on Predatory Animals of the association.

A summary of the resolutions follows:

Recommending continuance of plan of joint grazing committee representing National Wool Growers' Association and American National Live Stock Association for purpose of studying range questions and advising with government officials on their solution, and urging that neither association take independent action;

Indorsing work of Biological Survey in predatory-animal control, requesting Congress to increase appropriation for this work to \$1,378,700 a year for ten years, and approving program submitted by Secretary of Agriculture;

Favoring uniform bounty law for western states;

Requesting that county agricultural agents be instructed to recommend production of better quality and higher clean content of wool, and to educate producer in need of co-operative organization;

Approving expenditure of at least \$15,000 for lamb-demonstration work during current year; recommending consideration of New Mexico plan of assessing one cent per head on all lambs shipped, this money to be applied to lamb demonstration and increased lamb consumption; and suggesting continuation of effort looking toward grading and stamping of all sheep carcasses for retail trade;

Urging adequate tariff protection for products of sheep and goat industry, and instructing officers to consider such adjustments in duties as may seem fair;

Asking passage of law which would enlarge powers of federal intermediate credit banks, appropriate an emergency fund of at least \$300,000,000 to be used when interest rates become abnormally high, and separate directorate of these banks from that of federal land banks;

Advocating modification of Packers' Consent Decree to permit packers to enter retail meat trade and deal in "unrelated lines;"

Urging co-operation of all branches of live-stock industry in national meat-advertising campaign;

Expressing appreciation of work of National Live Stock and Meat Board in efforts to put live-stock products on same basis as other foodstuffs;

Demanding maintenance of embargo against importation of live animals and meats from countries infected with foot-and-mouth disease.

F. J. Hagenbarth, Spencer, Idaho, was unanimously re-elected president, and F. R. Marshall, Salt Lake City, Utah, secretary. The following vice-presidents were named: A. A. Johns, Prescott, Arizona; F. A. Ellenwood, Red Bluff, California; and L. B. Palmer, Columbus, Ohio.

The association voted to meet in San Angelo, Texas, next year.

NEVADA GRAZING APPEAL DISMISSED

REPLYING TO A LETTER from the Nevada Land and Live Stock Association, asking for an opportunity to be heard as to whether or not forest officials had complied with his instructions as to a review of Nevada grazing fees, the Secretary of Agriculture, on January 22, dismissed the appeal. Secretary Jardine stated that, on the basis of a report by Dan D. Casement, he was convinced that his instructions had been carried out.

THE NEW PRESIDENT

VICTOR CULBERSON—familiarly known as "Vic"—was born in Atlanta, Georgia, March 24, 1863. His father was Dr. Sherwood Franklin Culberson, of that city, and his mother, née Fredonia Nicholson, came from Louisville, Kentucky.

When Vic was six years old, he moved with his father to Austin, Texas. At the age of thirteen he left home, and has paddled his own canoe ever since. His first job was carrying water for a crew on the Houston-Texas-Central Railroad near Waco. Next we find him in El Paso, waiting on table in a restaurant. Being a hot-headed little fellow, he disagreed with the chef, and, after throwing a tray of dishes in the latter's face, drifted, as the cowboy would say.

From El Paso he went to Georgetown, New Mexico, which was then a lively silver-mining camp. Here he got a job in the mines working for a man by the name of G. O. Smith, who became interested in the boy. Vic had a great desire to run a cattle ranch, and, after working for Smith for several months, induced him to lease 150 cows that were running on a little range known as the Turkey Cienega. This was the beginning of the well-known GOS brand of cattle. Mr. Culberson went on this ranch in 1882, and has managed it ever since. He is one of the few pioneers left who have seen cattle-raising grow from infancy into one of the most important industries in the country, and one which vitally affects the prosperity of the entire West.

The cabin in which Vic Culberson lived when he first started the GOS Ranch was made from logs that he cut and hewed himself. On this little ranch he stayed as long as six weeks without hearing a human voice save his own. While he lived here, Indians were continually on the war-path, and, being a boy that had no home ties and loving the "call of the wild," he was in many of the Indian fights. He did a great deal of scouting for the government troops all through this country. During a period of three or four years he helped pick up and bury twenty men killed by the Indians in New Mexico.

Through Mr. Culberson's personal efforts, the GOS brand has grown from 150 head to one of the largest brands of cattle in the State of New Mexico. The log-cabin has grown into a modern and comfortable ranch home, which has always been noted for its open-hearted hospitality.

At its recent convention in San Francisco, the American National Live Stock Association elected



VICTOR CULBERSON

Mr. Culberson as its president. Under his energetic leadership we predict a bright future for the organization.

IDAHO WOOL-GROWERS PASS RESOLUTIONS

AT THE CONVENTION of the Idaho Wool Growers' Association in Boise in January, the matter of the tariff on wool and mutton was left in the hands of the executive committee of the association to deal with. The Capper-Hope bill for restriction of direct marketing was opposed; maintenance and strict enforcement of the sanitary embargo against importations of fresh meats from countries where foot-and-mouth disease is known to prevail were demanded; modification of the Consent Decree to permit packers to engage in the retailing of meats and the distribution of other food products was favored; enlargement of the powers of the federal intermediate credit banks was urged, with an appropriation by Congress of at least \$300,000,000, to be used as an emergency fund; and raising of the amount contributed toward the support of the National Live Stock and Meat Board from 5 to 10 cents a car of sheep shipped to market was agreed to.



F. E. MOLLIN

THE NEW SECRETARY

F E. MOLLIN is the new secretary of the American National Live Stock Association. Born at Genoa, Nebraska, he grew to manhood in that state, attending the Genoa high school and later taking a business course at Lincoln. Most of his education, however, he acquired in the school of experience, and under an exceptionally proficient tutor. At the age of eighteen he entered the employ of Kent & Burke, cattle-feeders at Genoa, later moving to Omaha when the company opened an office there. With them he remained for more than twenty-two years.

When Edward L. Burke, who died in 1926, was vice-chairman of the old Market Committee of the National Association, Mr. Mollin had occasion to study the marketing and related problems of the live-stock industry at close range, discussing them with Mr. Burke and becoming actively interested in that phase of the association's work. Later he was associated with Secretary Tomlinson in the Armour-Morris merger hearings, in the "arbitration" proceedings instituted by the Secretary of Agriculture

to determine reasonable commission charges, and lastly at the reopening of the Omaha commission-rate case. He was appointed by Tomlinson to represent the association at the hearings on the Mistletoe bill before the Senate Committee on Agriculture and Forestry at Washington, and has appeared several times in the same capacity before the legislature of Nebraska when bills affecting the stockmen have been under consideration.

Mr. Mollin has always been a keen observer of practices at market centers, and in late years has had occasion to study conditions at the points where stock cattle and hogs are auctioned, and where fat hogs are concentrated by the packer outside of regular market channels. He brings to the association a first-hand knowledge of the problems of the farmer and feeder, on whose prosperity the continuance of a good market largely depends, as well as a strong desire to help in solving them.

Mr. Mollin is forty-one years of age.

ARIZONANS MEET AT PRESCOTT

A HIGHLY SUCCESSFUL MEETING was held in Prescott, February 12 and 13, on the occasion of the twenty-third annual convention of the Arizona Cattle Growers' Association. The attendance was large, many interesting addresses were made, and the local arrangements for the entertainment of the visitors were perfect.

President Harry J. Saxon called the meeting to order and delivered his annual address. He was followed by Governor Phillips; P. G. Spilsbury, president of the Arizona Industrial Congress; A. A. Johns, president of the Arizona Wool Growers' Association; and Victor Culberson, of Silver City, New Mexico, the newly elected president of the American National Live Stock Association, who told of the convention at San Francisco and his trip to Washington in the interest of tariff revision, stating that, in his opinion, the prospect for getting adequate import duties on live stock and meats was very favorable.

Other speakers on the first day were: Dr. H. L. Shantz, president of the University of Arizona; H. V. Watson, of Flagstaff, manager of the Arizona Live Stock Loan Company; Phil Clarke, president of the Southwest Bank and Trust Company of Tucson; Henry G. Boice, former president of the association and first vice-president of the American National Live Stock Association, who gave a detailed account of the activities of the National Live Stock and Meat Board in counteracting propaganda adverse to meat. At the conclusion of Mr. Boice's speech, contributions were solicited toward the fund launched by the National Association, to be used in a beef-advertising campaign under the direction of the Meat Board. In a few minutes' time over one thousand dollars was collected for this purpose.

On the second day, Don C. Babbitt, state land commissioner, addressed the meeting, followed by D. A. Shoemaker, representative of the Forest Service at Albuquerque, New Mexico; C. U. Pickerell, extension animal husbandman at the State University; and R. M. Hagen, managing director of the Western Cattle Marketing Association, San Francisco, who gave a comprehensive report of the work of that organization during the past year.

The resolutions committee presented the following, which were all indorsed:

Favoring modification of Consent Decree so as to allow packers to retail meats and deal in so-called "unrelated lines;"

Approving co-operative predatory-animal and rodent control campaign;

Indorsing ten-year program submitted by Secretary of Agriculture, calling for increased appropriations for predatory-animal control work;

Recommending that necessary steps be taken for eradication of burro weed;

Expressing approval of tariff schedule submitted to Congress by representatives of American National Live Stock Association and other western live-stock associations, demanding tariff on hides and increased duties on cattle, meat, and meat products;

Opposing passage of Box bill, which would put Mexican immigration on a quota basis;

Favoring legislation making it unlawful for meat to be sold without inspector's stamp;

Requesting State Legislature to appropriate at least \$75,000 for inspection service of Live Stock Sanitary Board;

Appreciating work done during past year by officers of American National Live Stock Association;

Thanking Bureau of Animal Industry for efficient service in protecting Arizona from Mexican cattle tick;

Voting that membership fees of association be raised from 1½ to 2½ cents per head on all cattle on tax-rolls in excess of 250 head.

All the officers were re-elected for another term: Harry J. Saxon, president; C. W. Peterson, first vice-president; Dan C. McKinney, second vice-president; J. M. Ronstadt, treasurer; and Mrs. E. H. Crabb, secretary.

Next year's convention will go to Nogales.

THE CATTLE OUTLOOK

SEASONAL DECLINES in prices of the better grades of fat cattle until perhaps April or May, and stock-cattle prices this spring higher than present levels, sum up the immediate market outlook, as viewed by members of the Kansas State Agricultural College.

Looking a little farther ahead, the prospect, we are told, is for fat-cattle prices during the summer averaging about as high as last year, lower prices for stockers next fall, and prices on heavy cattle next winter which probably will be more favorable, as compared with light cattle, than was the case last winter.

The slightly larger number of beef cattle on hand January 1, 1929, than a year ago is pointed to as indicating that the decline is now at an end. Increase in breeding stock and young cattle is more nearly equaling total slaughter than for six to eight years past.

RAILWAY EARNINGS

REDUCED OPERATING EXPENSES in 1928 enabled railroads to show the second largest net operating income on record, despite declines in car-loadings, passenger traffic, and gross receipts. Earnings represented a return of 4.71 per cent on property investment, as against 4.38 per cent in 1927. Figures are appended for 184 Class I railroads, representing 240,243 miles of line:

| | 1928 | 1927 |
|---------------------------------|-----------------|-----------------|
| Gross income | \$6,177,761,036 | \$6,210,029,786 |
| Expenses | 4,472,480,262 | 4,628,725,903 |
| Taxes | 395,066,480 | 381,598,590 |
| Net operating income..... | 1,193,133,741 | 1,085,141,596 |
| Operating ratio (per cent)..... | 72.40 | 74.54 |
| Rate of return (per cent)..... | 4.71 | 4.38 |

COLORADO STOCK-GROWERS PASS RESOLUTIONS

SOME OF THE MORE IMPORTANT RESOLUTIONS adopted at the fifty-fifth annual convention of the Colorado Stock Growers' Association, held in Denver, January 16, 1929, were as follows:

Urging tariff of 6 cents a pound on green and 15 cents a pound on dry hides, and increased duties on live cattle and meats;

Demanding that embargo on live stock and fresh meats from countries where foot-and-mouth disease prevails be continued until such disease has been completely eradicated;

Requesting that assessment on live stock and ranch land of state be on same percentage basis as other classes of property;

Recommending that advanced car-order information be furnished live-stock shippers of Colorado from September 15 to December 31;

Asking that ample funds be provided for carrying on work of eradicating predatory animals;

Expressing appreciation of services rendered by Department of Agriculture, Better Beef Association, National Live Stock and Meat Board, and Institute of American Meat Packers in establishing system of grading and marking beef;

Recommending enactment of federal law regulating grazing of live stock on public domain, so that preference right be assured individuals now using range upon reasonable basis, and indorsing Phipps bills to that effect;

Urging that Consent Decree be modified so as to permit packers to engage in retail marketing of meat.

TREATMENT FOR OX-WARBLES

THE TROUBLESOME "GAD-FLIES" or "heel-flies," which pester cattle in the spring, may be killed in the grub stage, while imbedded in the backs of cattle, by applying an ointment of one part of iodoform and three parts of vaseline to each warble-hole, says Dr. George H. Glover, head of the veterinary department of the Colorado Agricultural College. The grubs, of course, may be removed by pressure with the fingers, but eradication through this means seems like a hopeless undertaking. Crushing or destroying them in the backs of cattle is liable to bring on dangerous anaphylactic symptoms, we are told.

The problem of the ox-warble is a very important and a very difficult one. It is, however, believed that the combined scientific efforts of the leading cattle-producing countries will eventually find a solution. While the ointment treatment will not completely stamp out the pest, it is deemed useful as a temporary measure of relief.

WOOL SHORN IN 1928

THE AMOUNT OF WOOL SHORN in the United States in 1928 was 299,113,000 pounds, compared with 281,914,000 in 1927 and 260,976,000 in 1926, according to revised estimates by the Department of Agriculture. The increase in 1928 over 1927 was 6.1 per cent. These figures include estimates of fall-shorn wool in states where double shearing is practiced. Pulled-wool production, not included above, is estimated at 51,900,000 pounds for 1928, compared with 50,100,000 in 1927 and 49,600,000 in 1926.

Increased production of fleece wool during 1928 was due largely to an increased number of sheep shorn, with a small increase in average weight per fleece. The number of sheep shorn in 1928 is estimated at 38,364,000, compared with 36,570,000 in 1927. The average weight per fleece was 7.8 pounds in 1928 and 7.7 in 1927.

MEAT PRODUCTION AND CONSUMPTION

DEVELOPMENTS IN MEAT PRODUCTION during 1928 were similar to those of the preceding year, only more pronounced, says a report by the Bureau of Animal Industry. Estimated production of pork increased 352,000,000 pounds in 1927 and 854,000,000 pounds more in 1928; lamb and mutton production increased 2,000,000 pounds in 1927, against 26,000,000 pounds in 1928; but beef slaughter fell off 632,000,000 pounds in 1927, and further decreased 744,000,000 pounds in 1928.

Of dressed meat, not including lard, a total of 16,955,000,000 pounds is estimated to have been produced in the United States in 1928, composed of 6,082,000,000 pounds of beef, 814,000,000 pounds of veal, 671,000,000 pounds of lamb and mutton, 1,000,000 pounds of goat meat, and 9,387,000,000 pounds of pork. Of this production, 66.75 per cent was federally inspected. The remainder includes the farm kill and commercial slaughter not government-inspected. Some of the latter is inspected by state or local authorities, but the quantity is not known.

While total meat production in 1928 was 83,000,000 pounds more than in 1927, this increase was not sufficient, with the growth in population and slightly larger exports, to maintain per-capita consumption at the 1927 level. Per-capita consumption in 1928, exclusive of lard, was 138 pounds; in 1927 it was 139.7 pounds. The following table shows per-capita consumption of the various kinds of meat for the two years:

| | 1928 | 1927 |
|----------------------|-------|-------|
| Beef | 51.7 | 58.4 |
| Veal | 6.8 | 7.4 |
| Lamb and mutton..... | 5.6 | 5.4 |
| Pork | 73.9 | 68.5 |
| Totals | 138.0 | 139.7 |
| Lard | 14.7 | 13.8 |
| Grand totals | 152.7 | 153.5 |

Beef consumption last year was the lowest on record.

PACKING PLANTS DO LARGE BUSINESS

THE DIMENSIONS of the United States meat-packing industry may be gathered from data published by the Institute of American Meat Packers on the basis of census figures for the year 1927 recently released by the Department of Commerce. According to these figures, the total plant value of products handled by the industry in that year was over \$3,000,000,000. Of this amount, 87 per cent was paid out for raw materials, principally in the form of live stock, and 13 per cent took care of operating expenses. More than \$2,660,000,000, or \$8,500,000 a day, was spent for live stock and supplies.

"Fresh meats accounted for 51 per cent of the total value of all packing-house products," says the statement; "cured meats for 22 per cent, lard for 8 per cent, sausage for 6 per cent, hides and skins for 4 per cent, and miscellaneous products for the remaining 9 per cent."

"The average live weight of beef cattle processed during the year was 942 pounds, and the dressed weight 501 pounds. Hogs averaged 229 pounds on the hoof, and the average dressed weight was 171 pounds. The average live weight of sheep and lambs was 81 pounds, and the average dressed weight 39 pounds. Calves on the average weighed 174 pounds alive, and 107 pounds dressed."

"The production of dressed meat was divided up as follows: beef, 5,372,000,000 pounds, or 37 per cent; pork, 8,099,000,000 pounds, or 55 per cent; lamb and mutton, 556,600,000 pounds, or 4 per cent; and veal, 587,900,000 pounds, or 4 per cent."

ENOUGH CATTLE TO GO AROUND

CATTLE SLAUGHTER in January was heavy; also beef tonnage. Under federal inspection, the figures were 735,685 head, compared with 711,104 in January, 1928. This was the first month in over a year that slaughter figured in excess of the previous corresponding month. Federally inspected slaughter for the seven months ending January 31, 1929, was 5,108,967, compared with 5,657,106 last year.

Slaughter figures for February will be light, as beef-trade conditions necessitated a hold-back. The month's receipts at the ten principal markets were slightly less than half a million, or approximately 100,000 less than in February, 1928. During the first week receipts at these ten markets were 140,000, against 168,000 last year; the second week delivered only 140,000, against 176,000 in 1928; and the third week 137,000, compared with 157,000 last year. During the final or short week at the end of the month the decrease, compared with 1928, was only about 10,000. It remains to be developed whether or not this short February run created a hold-back in the country, but there will be enough cattle to go around during March and April, as Pennsylvania has 130,000 to move, and the sugar sections beyond the Missouri River are carrying their full quota.

FOOT-AND-MOUTH DISEASE IN CALIFORNIA

LATEST ADVICES FROM CALIFORNIA tell of the spread of foot-and-mouth disease to three dairy herds in the vicinity of Whittier, Los Angeles County, where the first outbreak occurred among a lot of swine about the middle of January. All infected animals have been promptly slaughtered.

(This was in the early part of February. Since then no new outbreaks have been reported.)

OMAHA COMMISSION RATES

AN APPEAL to the Supreme Court of the United States from the decision of the District Court in the Omaha commission-rate case is being prepared by the live-stock exchange. Pending the hearing of this appeal, a temporary injunction restraining the Secretary of Agriculture from enforcing his new rates was sought from the District Court sitting in Oklahoma City, but was denied.

A schedule containing the lower rates has been filed with the secretary at Washington, has been approved by him, and was put into effect February 25.

THE CALENDAR

- March 15-16, 1929—Annual Convention of New Mexico Cattle and Horse Growers' Association, Roswell, N. M.
- March 19-21, 1929—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Houston, Tex.
- April 4-5, 1929—Annual Convention of Utah Cattle and Horse Growers' Association, Salt Lake City, Utah.
- September 30-October 6, 1929—Annual Dairy Cattle Congress and National Belgian Horse Show, Waterloo, Iowa.
- October 26-November 2, 1929—Pacific International Live Stock Exposition, Portland, Ore.
- November 11-14, 1929—Kansas National Live Stock Show, Wichita, Kan.
- November 16-23, 1929—American Royal Live Stock Show, Kansas City, Mo.
- November 30-December 7, 1929—International Live Stock Exposition, Chicago, Ill.

THE PRODUCER

PUBLISHED MONTHLY

IN THE INTEREST OF THE

LIVE STOCK INDUSTRY OF THE UNITED STATES

BY THE

AMERICAN NATIONAL LIVE STOCK ASSOCIATION
PUBLISHING COMPANY

515 COOPER BUILDING, DENVER, COLORADO

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Subscription: One Year, \$1; Three Years, \$2.75; Six Years, \$5
Advertising Rates on Request

Volume X MARCH, 1929 Number 10

BEEF CONSUMPTION

DWINDLING BEEF CONSUMPTION is getting to be a serious problem. In 1926 per-capita consumption was 63.6 pounds; in 1927, 58.4 pounds; in 1928, 51.7 pounds. This is a falling-off of 11.9 pounds in two years, and of 6.7 pounds during last year alone.

Just how much of the decrease is due to price and how much to the pushing of other food products is a matter of conjecture, on which not everybody will agree. Probably both causes are responsible to some extent.

Up to and including 1911, more beef was consumed than pork. Beginning with 1912, pork has been in the lead, with the exception of the four years from 1917 to 1920, when special conditions again gave beef the advantage. Since 1920 the excess of pork consumption has been varying. In 1928 it was no less than 22.2 pounds.

If total meat consumption had declined to a degree similar to that of beef, strong color would have been lent to the theory that this was only the result of a supposedly well-established phenomenon—that everywhere, as knowledge of proper dietetics advanced, people ate less meat, and more vegetables and fruit. Promoters of the latter products have not been slow to stress this assumed universal tendency, backed by many more or less pseudo-scientific arguments. Total meat consumption last year, however, was only 1.7 pounds less per capita than the previous year. Between 1900 and 1928 the decrease amounted to 4.8 pounds.

In our search for causes, we are thus thrown back on matters that have comparatively little to do with changes in taste as between different kinds of meat. Primarily, we are forced to conclude, it is a question of price. Cheap pork last year proved a successful competitor of expensive beef. Confirmation of this may be found in any public eating-place. And this opens up a long vista of questions, with which we shall not here deal.

It has always been the contention of THE PRODUCER that, in natural play, the people's preference would soon find its proper level, and that that level, when it came to the daily bill-of-fare, would be rather favorable to beef; a leg of lamb or a loin of pork for Sunday dinner, perhaps; but for the regular week-day stand-by the steak or beef-roast of our fathers. We have held that the average healthy person is not greatly influenced by advertising dithyrambs in matters of diet. Rather, he is an empiricist. He buys what he likes, what experience has taught him agrees with him, and—this is important—what he can afford. Through experience he has learned that his capacity is not unlimited. Exhortations to eat more Brussels sprouts or more peanuts or more sauerkraut, for his stomach's sake, leave him cold. More of this and more of that, all down the long line of eatables, and all in the interest of better health, is a peculiarly absurd prescription. Where is the pouch that can hold this agglomeration?

Taste being stable, and quality or palatability remaining the same, the relative proportions consumed of the different classes of meat will, then, be determined mostly by price. If beef goes up and pork goes down, less beef will be bought, and pork will take up most of the slack. A few may change from beef to Shredded Wheat or Sunmaid Raisins, but the great majority will simply switch from one kind of meat to another, as the price plane dictates. To that extent the beefman is in competition with the hogman and the sheepman. What is one's loss is the other's gain.

It it, however, not unlikely that the intensive advertising of non-meat foods may have had something to do with the decline of less than five pounds in per-capita annual meat consumption since the beginning of this century. The cumulative effect of this advertising, persisted in over a long period, may have been sufficient to influence a number of people who, for one reason or another, are susceptible to this form of appeal. Of course, it may well be questioned what the advantage is of bringing the merits of every conceivable food product to the attention of the consumer. After all have told their story, we shall be just about where we were before we started. One claim will offset the other. But it is equally clear

that, if everybody else sings his song from the house-tops, the one who neglects to join in the chorus is liable to lose out. The campaign for increased lamb consumption carried on by the National Live Stock and Meat Board last year was instrumental in raising the figure by one-fifth of a pound per person—again, very likely, at the expense of beef.

At the convention of the American National Live Stock Association in San Francisco last month the nucleus was created for a fund to be used in setting forth the facts about beef. This is to be supplemented by contributions from state associations. In the competent hands of the National Board, it is hoped through this means to help counteract the pernicious, and in many instances wholly false and misleading, propaganda broadcast by certain rival food interests. In the scramble for the food dollar, beef cannot afford to lag behind.

ARGENTINE EXPORTS AS VIEWED THROUGH BRITISH OPTICS

THE ANXIETY of the American cattle-producer lest our markets be thrown open to Argentine beef is shared by the British meat trade. In a late issue of the *Meat Trades' Journal* of London, the views of President Hoover on the tariff situation as related to South American agricultural exports, quoted from *La Nacion* of Buenos Aires on the occasion of Mr. Hoover's recent visit, are thus given:

Since agricultural products from other parts of the world are produced at lower cost [Mr. Hoover is reported as saying], the only solution possible is to establish customs duties to compensate that difference of cost, and thus avoid the ruination and impoverishment of the American farmer. . . . We must continue for a number of years to defend the farmers, in order to avoid their ruination. But since our population continues to increase, and per-capita consumption is also increasing, we must within a short time become large purchasers of Argentine agricultural production—as regards meat, probably within some three years.

How accurately this represents what Mr. Hoover actually did say, we of course do not know. The double translation from English into Spanish and back again, and the sifting of his remarks through a probably not wholly unbiased medium, leave room for some misconstruction. At any rate, about the "three years" as the period after which this country would need large quantities of Argentine meat we have our doubts. Probably Mr. Hoover was not quite so definite as that.

However, it is curious to watch the reaction of the organ representing the British meat-dealers, and presumably the consuming public, to the possibility suggested by Mr. Hoover's remarks. "Supposing the

prophecy came true, and the United States took, say, 25 per cent of that output, where would consumers on this side be?" asks the *Meat Trades' Journal* in alarm. And it adds:

The answer is obvious, unless in the meantime other sources of supply can be tapped. The Ministry of Agriculture, the National Farmers' Union, and the Food Council would be doing a great public service if they would at once begin preparing, first at home, secondly in the Empire, for such a contingency.

Thus the shifting of part of Argentina's exports to this country, which would spell ruin to our producers, by the same token would threaten a meat famine in Great Britain—a calamity the effects of which they are even now casting about for means to lessen.

"CEASE AND DESIST" ORDER ISSUED AGAINST OMAHA BOYCOTTERS

IN OUR JANUARY ISSUE we reported the findings of the Secretary of Agriculture in the government's case against members of the Omaha Live Stock Exchange and the Omaha Live Stock Traders' Exchange, accused of continuing their discriminating tactics against the Record Live Stock Commission Company, a co-operative firm doing business on that market, in contravention of the secretary's warning contained in a previous order. The two exchanges were adjudged guilty, in that the boycott was found to be still in effect. A date was set for a hearing, at which further testimony was to be submitted.

This hearing was held beginning December 10. On February 11 the secretary rendered his decision. He finds respondents guilty as charged. Twenty-two firms are suspended for a period of fifteen days, the suspension not to become effective until such time as the secretary in his discretion may direct. For this purpose the case is to remain open. All other defendants received a reprimand.

"The evidence," says the secretary, "clearly discloses a general and widespread attempt to deny the advantage of an open, competitive market to an agent of the farmer or producer, because this agent, selected by the shipper, was not a member of the Omaha Live Stock Exchange. This is a grave injustice to the shipper and to the agent."

Respondents are ordered to "cease and desist from the unfair and unjustly discriminatory practice and device of refusing and refraining, without just cause, and from causing other registrants to refuse and refrain, from buying live stock in commerce from the Record Live Stock Commission Company."

This should close the case. But will it? Boycotting tactics as a weapon employed by old-line com-

mission firms against those not members of their own organization seem so firmly ingrained that it may take more than a "reprimand," or even the threat of suspension, to root them out.

"Open, competitive markets" is a phrase to conjure with for the commission men when it comes to protesting against direct packer buying of hogs, for example. In the matter of hitting at a rival, both the "openness" and the "competition" receive less enthusiastic indorsement.

We have previously recorded our wonder what the live-stock exchanges expect to gain by their defiance of the government in these boycott cases. If they are prompted by a desire to curry favor with the shipper, they seem to us victims of a rather strange delusion.

WHY NOT CHANGE CONVENTION DATE?

WE HAVE SOMETIMES WONDERED what made the framers of the constitution of the American National Live Stock Association fix upon a date for the annual convention "as early as practicable after January 1." For a local or state association, drawing its membership from a restricted territory, where no great changes in temperature are likely to occur between the opening and ending of the meeting, dead-of-winter travel may present no serious drawback. But in the case of a national organization, spreading across half the continent and comprising within its climatic range Gulf-coast temperatures, the balmy humidity of the Pacific slope, and the rigors of January weather in the inland states to the north, the variations are so many and so great as to be a positive deterrent to a large number of those who might wish to attend.

During the San Francisco convention last month, much of the country was in the grip of a prolonged spell of below-zero weather. The escape to the Golden Gate may have been welcome enough, but it would have been still more pleasant had those who came from the frost-bound sections not run right back into the teeth of winter upon their return home. Such sudden changes are not only uncomfortable, but, except to those in the pink of physical vigor, not without a certain amount of danger.

By choosing January for its convention month, and, according to the rotary system, meeting alternate years in northern states, the National Association has cut itself off from the pleasure of greeting at its annual gatherings many members who are advanced in years or whose health leaves something to be desired. That such members remain loyal to the organization in spite of their loss of direct contact with its affairs is immensely to their credit; but why forego the inspiration of seeing them in person?

So much for the climatological argument. To our mind there is, however, another, and perhaps more cogent, reason for making the change suggested. The American National Live Stock Association, as its name implies, wrestles with national problems. Its activities touch the work of Congress at many points, as well as that of numerous government bureaus. At all its past conventions, representatives from Washington have been invited to come and tell of what they are doing for the welfare of the industry, or to submit their views on debatable problems. But it happens that Congress is always in session early in the year—in fact, that is often its busiest season. Time and again, when an invitation has been sent to a member of Congress, or the head of a department or bureau, to come out and address the stockmen, the answer has been that it was impossible to get away, owing to the press of business.

What applies to affairs at the national capital holds good of individual states. Many of our members are also members of state legislatures, which, too, meet in winter.

By changing the convention date to, let us say, around the middle or the latter part of November, we are convinced that a fuller and more representative attendance would be secured. Indian summer would then be exerting its attractions. Fall shipments from the range would be over, or practically so. Congress would be adjourned, and the "big guns" at Washington would be free to travel as they liked—even across the country.

These things have occurred to THE PRODUCER from time to time, and they are set out here for what they may be worth. We shall be glad to print arguments for or against.

SECRETARY JARDINE RETIRES

CONTRARY TO EXPECTATION, the Secretary of Agriculture is not among the cabinet members of the Coolidge regime who are taken over by the new administration. Last month William M. Jardine signified his intention to retire from public service. He has accepted the position as counsel for the Federated Fruit and Vegetable Growers, with the understanding that he is to give to his new duties only such time as may be necessary, thus leaving him free to participate in other activities—especially those connected with the promotion of the co-operative marketing movement.

In Mr. Jardine the American farmers lose a sincere and energetic friend, who was capable of viewing their problems from the inside. His keen and analytic mind has been forever wrestling with the many stumbling-blocks obstructing the path of the

husbandman. Probably no official in Washington had a more cumbersome row to hoe. In the nature of things, he could not please everybody. Often his opinions or rulings have met with severe criticism. His utterances on the original McNary-Haugen bill were resented in wide circles. His stand on forest grazing fees created a great deal of disappointment in the West. In the support of the Capper bill, aimed at direct marketing, he was not in harmony with producers generally in the range states. Some of his administrative decisions were far from popular with other groups. But, however much one might differ with him, those who saw him in action were impressed with his tremendous capacity for work, and the conscientiousness with which he approached every task he undertook.

Mr. Jardine's successor is Arthur M. Hyde, former governor of Missouri.

IMPROVEMENT NOTED IN CATTLE SITUATION

J. E. P.

MARKET OBSERVERS detected improvement in the prospective cattle situation late in February, when the price lines crossed. A year ago values were on a down grade. This year the price trend is upward. All through January and most of February average prices of fat cattle were below the corresponding period of 1928. Late in February this position was reversed slightly, but sufficiently to indicate a turn of the road.

Hogs have advanced, putting retail pork prices more in line with other meats, which should operate to the advantage of beef, as lamb has been at a lofty altitude.

Market conditions are never static, nor does what happened the previous year repeat itself. By this time the bulk of the heavy, high-cost steers laid in by feeders up to the middle of last September have been liquidated, and, as beef-makers are running into a cheaper crop of cattle, their morale will improve. A dollar advance would put them in more optimistic mood, relieve the live-cattle market of selling pressure, inject confidence, and improve the whole situation.

Summer beef production will be light, as replacement has been on a restricted scale since last October. This should make a good market for fat yearlings of both sexes, the logical sequence of which will be free purchasing or contracting of calves for fall delivery. The prospect has several angles that justify at least a modicum of optimism. The American people will not exclude beef from their dietary—they like it too well.

TARIFF INCREASE CERTAIN

J. E. P.

TARIFF HULLABALOO is rampant at Washington. A serious proposition to put the duty on stock cattle at three cents and on fat cattle at four cents per pound is made, with every indication of going through. Live-stock growers are decidedly tariff-minded, and it is doubtful if feeders will offer opposition, much as they would like a cheaper supply of thin cattle.

Canada, alarmed and perplexed, threatens reprisals. Canadian cattlemen took a delegation of Pennsylvania feeders to Washington, shouting the slogan: "Give us free stockers, and tax fat cattle as high as you like;" but they came into the higher-tariff camp without balking. The tariff on live stock and meats is going up—probably just as much as growers desire. The change may not be made at the special session of Congress, but in that case the report will be available to shape legislation at the next session. This promise, if not assurance, means that Canada's available surplus will be dumped while present rates hold, unless the measure is on an emergency basis.

Naturally eastern meat-dealers are opposing the increase. What they actually want is admission of Argentine beef. To thwart this, it is proposed to write the present embargo of meats from countries affected with foot-and-mouth disease into the new tariff law.

Eastern reports are that consumers' leagues opposed to tariffs and embargoes are to be organized to bring influence to bear on Congress. Somebody, of course, will pay the incidental cost.

LESS BEEF BEING CONSUMED

J. E. P.

BEEF CONSUMPTION, which is synonymous with production, is diminishing at a rapid rate. Beef shortage may not impend, as, if demand for that product ceased, a single load of cattle would be a surplus; but the man who needs a load of stockers or feeders will testify that cattle are not plentiful.

Slaughter under federal inspection in 1928 aggregated 8,467,308 head, compared with 9,520,104 the previous year and 10,180,146 in 1926. If this diminishing scale is maintained, beef will soon be at least a semi-luxury. Shrinkage in volume of country hides indicates that slaughter outside of federal inspection has decreased at an even more rapid rate. And to produce this volume of beef the whole country has been dragged for cattle.

Twenty years ago beef consumption per capita was close to 80 pounds; it is now flirting with 50 pounds, pork having taken up the slack. Without the present volume of hog-product business, the packing industry would be dwarfed, and half the meat dispensaries in the country would be out of business. Pork has become the winter meat of the American people.

THE STOCKMEN'S EXCHANGE

CONCERTED ACTION OF BEEF-PRODUCERS

LARKSPUR, COLO., February 19, 1929.

TO THE PRODUCER:

In the February number *THE PRODUCER* comments somewhat cynically on the recent Denver conference, doubts the possibility of the beef industry uniting in a solid front, and suggests that the purposes of the conference might have been accomplished by existing organizations. The main point seems to be that, because the breeder is interested in selling his calves high and the feeder in buying them low, there can be no general unanimity of purpose. But to argue that a diversity of interests precludes unity is to doubt the possibility of almost every known organization, from the family unit to the federation of states. The members of the Denver conference were not so naive as to believe that all factions of the beef industry could be united "under one hat," but they did believe that there were certain problems confronting the industry as a whole that could be better conquered by mass attack than by guerrilla warfare; and their recent action in the matter of the tariff would seem to indicate that, where an emergency exists, the reconciliation of more or less divergent ideas is not an impossibility.

Another problem which appears quite as important as the tariff, and in which concerted action is both imperative and feasible, is to be found in the steadily decreasing consumption of beef. The producers of a large number of other food products have already taken a leaf from industry's book and organized powerful associations to give battle for the consumer's dollar. The recent appointment of Secretary Jardine as head of their organization by the fruit- and vegetable-growers is an indication of the trend of the times. The citrus-fruit growers, banana-growers, cranberry-growers, sauerkraut-producers, and a host of others are already spending large sums of money to stimulate the demand for their products. A similar, but very modest, campaign has recently been put on by the lamb-feeders, with very satisfactory results; and there is no reason to believe that the consumption of beef could not be increased in the same way—if funds for the purpose were available. The raising of five thousand dollars by the American National Live Stock Association for this purpose was an admirable gesture; but it is not fair that the project should be dependent on private donations, nor is it possible to raise in this way any sum that would be at all adequate for the purpose. If it were possible to levy even a dollar a car on all cattle shipped to a central market, a fund of around three quarters of a million dollars annually would be available, and with such a sum the industry would be in a position really to accomplish something.

Just how to collect and how to administer such a fund presents somewhat of a problem, but it is difficult to believe that the problem is insoluble. It is obvious that no organization now in existence is precisely qualified for the job, but my personal feeling is that the present Live Stock and Meat

Board might provide a nucleus around which such an organization could be built. Its scope could readily be enlarged, and its directorate increased, to include representation for the grower, the feeder, and other interested branches. Such an organization would interfere in no way with other organizations already in existence. It should not be allowed to dabble in local or controversial problems, but should devote its energies to the solution of such problems as concern the industry as a whole. That some such step is not only necessary, but almost inevitable, if the beef industry is to keep up with the times, seems obvious; and merely to complain that the problem is a problem, and that it is difficult, is not going to help much in solving it.

R. P. LAMONT, JR.

"BOIL THE BONES!"

MARFA, TEX., February 25, 1929.

TO THE PRODUCER:

The public, as a rule, does not appreciate the food value of cuts from the forequarters of beef. The popular request is for porterhouse and cuts from the hinds, which creates an abnormal demand for the hindquarters and renders the forequarters more or less a drug on the market, or at least forces the price down to an unjustified low level.

In selecting meat for the table, it is the usual custom to buy as much as is possible, with as little bone, regardless of the old and true axiom: "The closer to the bone, the sweeter the meat."

It has been stated on good authority that there is more nourishment in a pound of bone than in a pound of round; but, of course, in order to extract the nutrition from the bone, it must be properly boiled and prepared.

To prepare to boil meat properly, care should be exercised to select the bony pieces, such as the ribs, brisket, or back-bone—the more joints and gristle, the better. It should be started cooking early in the morning, and should be boiled all day, or until the meat can be cut with a spoon, or until it separates from the bone. It should not be allowed to cook too dry, and should be seasoned while cooking.

Boiling meat has distinct advantages over other methods of cooking it. It is more palatable, more economical, easier of mastication and digestion, carries more nutrition, and will keep almost indefinitely if kept in a cool place. It can be served as a pot-roast or converted into hash.

At the present time the keenest competition prevails among food-manufacturers. Each commodity of food is being boosted and extensively advertised, in order to increase consumption and establish a broader market for that particular food.

As a protection to his interests, and as a means of creating a better demand for the forequarters, a good slogan for the cattleman to adopt is: "Boil the Bones."

L. C. BRITE.

HIGH TARIFFS ARE ALL WRONG

THEDFORD, ONTARIO, February 10, 1929.

TO THE PRODUCER:

It seems to me that the arguments advanced by Dr. Coulter and others at the hearings in Washington in favor of raising the tariff on meat and cattle are the best arguments that could be made for free trade with Canada and Mexico. Owing to the shortage of breeding cattle in the United States, as well as of feeding and grazing, more and cheaper cattle are needed to fill the feed-lots and pastures. Canada can furnish a good quality of feeders for the Corn Belt, and Mexico can supply grazing steers for the pastures of Texas, Kansas, and Nebraska, as well as cows and heifers to restock the ranges of California, Arizona, and New Mexico.

If anyone can show why a heavy duty should be levied on stock cattle, dressed meats, and dairy products, when the United States is short of all these things, I should like to know it.

In my opinion, what is the matter with the farmers of the Middle West is not the price they receive for their produce, but what they pay for the things they buy. The farmers' expenses have increased so much during the past ten years that the land cannot be made to produce sufficient to meet them. A high tariff never has helped and never will help the producer. All it does is to make the consumer pay more for everything he buys; and he already has the highest living expenses of any people in the world's history.

J. H. CAMPBELL.

COMMON INTERESTS NORTH AND SOUTH OF LINE

LYNDON, ALBERTA, February 25, 1929.

TO THE PRODUCER:

We think THE PRODUCER a real cattleman's journal, and do not want to be without it. Between it and the copies of the Proceedings sent us in previous years, we are able to keep in touch with your progress below "the line."

We regret the passing of Mr. Tomlinson, but cannot help feeling that the men who worked with him will carry on the good work he did for the cowman. Though we cannot agree on all points, yet there are many problems of common interest to stockmen on both sides of the boundary, and I see plenty of reason for us maintaining associations across that dividing line.

C. A. LYNDON.

HONORS TOMLINSON'S MEMORY

PALO ALTO, CAL., January 19, 1929.

TO THE PRODUCER:

The December number of THE PRODUCER lies before me. From the many tributes to the life and character of the late T. W. Tomlinson I realize what a rare man he was. He was a warm friend of my brother, the late Edward L. Burke, of the Kent & Burke Company of cattle-feeders of Nebraska. If my brother were living, he would have added his word of appreciation and affection for his friend, who was also a friend of the family. We were all very sad at the news of his passing.

MARION BURKE.

The Producer will be glad to print letters from its readers. Write to it on live-stock conditions in your neighborhood, or on any subject of interest to stockmen.

REVISION OF TARIFF RATES ON LIVE STOCK AND ITS PRODUCTS

ON JANUARY 29, 1929, a delegation from the American National Live Stock Association appeared before the Committee on Ways and Means of the House of Representatives at Washington, D. C., to present the views of the association on the proposed readjustment of tariff rates on live stock and its products. The delegation consisted of Victor Culberston, Silver City, New Mexico; Charles E. Collins, Kit Carson, Colorado; and F. E. Mollin, Norfolk, Nebraska. Mr. Culberston and Mr. Mollin have since been elected president and secretary, respectively, of the National Association. Mr. Collins is one of the vice-presidents.

The following duties were recommended:

Stocker and feeder cattle, 3 cents a pound.
Cattle for immediate slaughter, 4 cents a pound.
Fresh beef and veal, 8 cents a pound.
Tallow, 3 cents a pound; not less than 45 per cent ad valorem.
Oleo oil, 3.7 cents a pound; not less than 45 per cent ad valorem.
Oleo stearin, 4 cents a pound; not less than 45 per cent ad valorem.
Swine, 3 cents a pound.
Fresh pork, 5 cents a pound.
Bacon, hams and shoulders, and other pork, prepared or preserved, 6 cents a pound.
Lard, 5 cents a pound; not less than 45 per cent ad valorem.
Lard compounds and substitutes, 5 cents a pound; not less than 45 per cent ad valorem.
Extracts of meat, including fluid, 30 cents a pound.
Meats, fresh, prepared or preserved, not specially provided for, 40 per cent ad valorem.

In support of these schedules, a brief was submitted, from which we quote the following extracts:

"We recommend that the division between 'stocker and feeder cattle' and 'cattle for immediate slaughter' be left to determination by government inspectors at port of entry, if suitable administrative provisions can be worked out. The present method of weight division has not been entirely satisfactory.

"The time has come when a tariff on cattle and products derived from cattle will be of immense help, not only to the range country, but to the Corn Belt and the eastern feeding states as well. We do not believe that it need have any immediate effect on the cost of living, but rather will tend to preserve the United States market for our own producers just at the time they need this protection. With it, they can expand their herds on a solid foundation, again put into use thousands of idle acres in the range country, and seed down other thousands of acres of eroded lands in the Corn Belt, thus reducing surplus grain production. The feeding of these increased herds on our Corn Belt farms will help to keep up the fertility of the soil—a serious matter, as the many abandoned farms throughout the country testify.

"Any industry constantly beset by fears of disastrous foreign competition cannot function efficiently. Protected from such competition, its business will be put on an even keel and production costs kept at the minimum. It is an entirely unwarranted assumption that the immediate and only result of this tariff will be to add a large amount to the consumers' food bill. It may well work to their benefit in the long run. The consumer will be far better off by placing his dependence on home production than if he were dependent on foreign surpluses, which may be suddenly shut off by wars, embargoes, or disease.

"We are none of us independent of the other. The consumer of our farm products is the manufacturer of the finished products used on the farm. Before objecting to a tariff that gives the live-stock producer and farmer the same protection he has long enjoyed, he should remember that no foreign country will provide as good a market for finished merchandise as our own great agricultural area, if put on a sustaining basis. . .

"The following table shows the average cost for producing a calf up to weaning time (about six months of age) on a large ranch in New Mexico; also the sales price received for their output that same year:

| Year | Cost | Selling Price |
|------|---------|---------------|
| 1925 | \$30.00 | \$25.00 |
| 1926 | 31.50 | 27.50 |
| 1927 | 32.50 | 30.00 |
| 1928 | 35.00 | 40.00 |

"Another member submits costs on a 40,000-acre ranch in Colorado for the year 1928 of \$40 per head. This is \$5 per head over the cost in New Mexico, but warranted by the difference in location and quality of cattle. In both cases interest on investment, taxes, etc., were figured against the cattle. Another member, without including interest on investment, submits the following figures on a ranch in Wyoming:

| Year | Cost per Calf | Selling Price |
|------|---------------|---------------|
| 1925 | \$39.92 | \$26.25 |
| 1926 | 38.57 | 30.00 |
| 1927 | 33.75 | 36.40 |
| 1928 | 37.00 | 50.00 |

"These figures show all too plainly that, without the protection of the embargo against Argentine beef, it would not have been possible to put production on a profitable basis; hence the importance of making the protection temporarily afforded by the embargo permanent.

"During 1928 our net imports of fresh beef and veal were approximately 47,000,000 pounds—a net increase of some 7,000,000 pounds over 1927. There is no doubt but that the embargo against Argentine beef is the only thing that kept great quantities of their beef from coming to this country during these two years.

"The following table is of interest:

| Year | Good Western Steer Sides, New York | Medium Western Steer Sides, New York | Argentine Chilled Sides, London | Differential in Favor of New York (per lb.) |
|------|------------------------------------|--------------------------------------|---------------------------------|---------------------------------------------|
| 1926 | \$15.88 | \$13.71 | 10.6 | \$3.11 |
| 1927 | 18.48 | 15.90 | 11.4 | 4.50 |
| 1928 | 21.72 | 19.05 | 12.0 | 7.05 |

"Many people contend that Argentine beef is better than the 'medium' United States grade referred to above, on which basis the comparison is made.

"It will be readily seen that the tariff asked for is necessary to prevent importations in case the embargo is raised. Restoration of our western herds is awaiting the replacement of the embargo with a tariff that will give confidence to both rancher and banker. It is too dangerous to keep back heifers and increase production otherwise. In many cases normal substitution of heifers for aged cows has been delayed by pressure to liquidate, and this condition must also be at once remedied.

"The net importation of live cattle increased from approximately 416,000 in 1927 to 523,000 in 1928. The majority of these cattle are stockers and feeders. The tariff asked on live beef cattle is about in proportion to that asked on dressed beef.

"We should be glad to see the tariff on stocker and feeder cattle placed at 4 cents a pound—the same as on cattle for immediate slaughter; but, in deference to Corn Belt interests, we are willing to yield the 1 cent a pound as representing a fair difference between a raw and a finished product.

"We do not believe the rate of 3 cents a pound will entirely prohibit the entry of thin cattle from either Mexico or Canada, and for that reason believe it is particularly essential that the rate be not less than 3 cents a pound. The average thin yearling steer—particularly from Mexico—will hardly weigh 400 pounds, and a duty of \$12 a head would not keep these cattle out, with yearlings of that class selling at \$45 to \$50 a head. At present there is every reason to increase production in Mexico. We should not encourage it by allowing entry on a low tariff as at present—1½ cents a pound.

"There should be no wedge driven between growers and feeders in this matter. While feeders might profit temporarily by a low tariff on thin cattle, in the long run their interests are common with ours, and they could not afford to profit temporarily at the expense of the grower and help put him out of business. As a matter of fact, the entire agricul-

tural section of the country, with its host of live-stock growers, feeders, and farmers, has suffered in common for many years, and should now all pull together in rehabilitating the greatest business in the world—feeding its people.

"While the question of a tariff on hides will come up in later hearings, it seems fitting, in closing the discussion of the general cattle situation, to mention this matter here. Our association will later file a brief asking for a substantial duty on both green and dry hides. It has long been on record in favor of such a duty, but the leather and shoe trades have succeeded for many years in keeping hides on the free list. It is now time that this injustice was removed, so that the stockmen of the country no longer will be forced to sell their hides in competition with those produced where production costs and standards of living are entirely different from those prevailing in this country. Years ago hides were on the protected list, with a small duty. Sufficient pressure was brought to bear to place them again on the free list, with the assurance that there would be an immediate reduction in the price of shoes. As a matter of fact, there was no such reduction, and it is quite apparent that the difference was absorbed by the manufacturer in additional profits. While we feel that the duty which will be asked on hides should not necessarily be reflected in a higher price for shoes, we are perfectly willing that finished leather goods of all kinds should, if necessary, carry an added duty rather than to keep hides on the free list. . . .

"The hog market has not been on a very profitable basis for the last two years, and nothing should be overlooked that even points in the right direction. For altogether too many years we have had everything pointing the wrong way in agriculture. Land values are the lowest they have been since 1920, and the hog is failing to live up to his reputation as a mortgage-lifter. Not the least among the things needed is confidence in ourselves and in our industry. A tariff on hogs and pork products is more in the nature of moral support than actual present benefit.

"Canned meats are not prohibited by the embargo against Argentina, and canned corn beef from that country is taking the place of our own product on the shelves of countless grocery stores. With the thousands of cattle now going to market at a loss to feeders, we believe every possible particle of support should be given to the home producer, and that consumers in most cases would themselves prefer to buy beef canned in this country, if it was available. An added tariff on this item will tend to bring that about."

* * *

Another brief, in substance supporting the same rates, was filed on behalf of the California Cattlemen's Association, the Arizona Cattle Growers' Association, the Nevada Land and Live Stock Association, and the Nevada State Farm Bureau. The arguments in favor of an increase in duties are thus summarized in this brief:

"Beef-cattle inventories are still declining, as a result of forced liquidation of loans during the period 1921 to 1926.

"Protection is needed in order that range herds may be rebuilt and quality improved.

"The United States has changed from an exporting to an importing country on beef cattle.

"Production costs are advancing, due to increasing costs of range, feed, labor, and tax items.

"Production costs are much lower in countries now shipping surpluses, or in a position to ship surpluses, into this country.

"Adequate protection of the industry will tend to stabilize prices for the consumer and producer alike.

"The United States should be self-supporting in its beef-cattle production, as a matter of national policy and necessity.

"Restoring the beef-producing industry to a profitable basis through adequate tariff protection will increase the buying power of the industry and benefit other industries.

"Lack of protection will result in loss of tax revenue.

"Tariff rates asked for are based on production costs and selling values in competing countries, and in an amount which will place the products from competing countries on approximately a parity in our domestic markets."

* * *

At a meeting in Kansas City on February 11, the Com-

mittee on Governmental Relations, which is an outgrowth of the conference of the various branches of the beef industry held in Denver on January 15 (see page 13 of the February PRODUCER), worked out the following schedules and unanimously adopted them for recommendation to Congress:

Cattle weighing less than 500 pounds, 2 cents a pound.
Cattle weighing 500 to 1,000 pounds, 3 cents a pound.
Cattle weighing more than 1,000 pounds, 4 cents a pound.
Fresh beef, 6 cents a pound.
Prepared beef, 20 per cent ad valorem.

These recommendations were included in a brief presented to the Committee on Ways and Means of the House by Dan D. Casement, chairman of the Committee on Governmental Relations. From the preamble we quote:

"There is a deeper significance to the action of this committee in recommending increased duties in beef cattle and their products than the immediate protection of producers. Agriculture as a whole has never been profitable in this country when those engaged in the various branches of the beef industry fail to make a profit. The present tendency toward recovery of agriculture was not evident until the beef industry was on a profitable basis.

"The production of beef meets with the usual hazard of business. In addition, climatic conditions and health of animal enter. These factors should be considered in connection with legislation pertaining to the industry.

"The income from beef cattle determines the income from the major portion of the grazing area. It has an equal influence on the return from lands devoted to hay and forage crops. Corn reaches its highest market values when cattle-feeders are prosperous. The value of the by-products from oil-mills is largely determined by the purchasing power of the cattlemen. If the return from pastures and farm lands can be made satisfactory by adequate protection to the cattlemen, there will be a tendency to continue the use of marginal areas for this purpose, rather than devoting them to the production of cash crops.

"An endeavor has been made to submit such proposals regarding tariff readjustments affecting our industry as we consider entirely conservative and reasonable. No effort has been made to overstate this situation on the theory that a compromise would be necessary."

* * *

All these organizations are solidly behind a demand for a duty of 6 cents a pound on green and 15 cents a pound on dry hides. These duties, however, are vigorously protested by shoe-manufacturers, on the old plea that they would cause a material increase in the price of shoes. The manufacturers instead are asking for a tariff on shoes.

* * *

During the hearings on the wool schedule, early in February, Frank J. Hagenbarth, president of the National Wool Growers' Association, presented arguments in favor of advancing the import duties on wool. The new rates asked for would raise the present tariff of 31 cents a pound on the clean content of high-grade clothing wools in the grease to between 36 and 40 cents a pound, while on grades under 44s a reduction to 24 cents is suggested.

The National Association of Wool Manufacturers is supporting these recommendations, but asks for a compensatory increase in the duties on woolen goods of fine quality.

* * *

It is understood that a special session of Congress will be called to meet on or around April 10, to deal with the two subjects of farm relief and tariff revision. Tariff legislation may take the form of an entirely new bill, which, however, will reenact most of the provisions of the Fordney-McCumber act of 1922, and confine its readjustments to schedules on agricultural products, with compensatory duties on articles affected thereby.

WYOMING FREIGHT CHARGES REDUCED

A PETITION FILED OCTOBER 28, 1926, with the Public Service Commission of the State of Wyoming, and signed by the American National Live Stock Association, the Wyoming Stock Growers' Association, and the Wyoming Wool Growers' Association, contended that single-line distance rates maintained by carriers in that state for transportation of live stock between points within the state were unjust and unreasonable, that they were much higher than maximum distance rates applying intrastate in states where conditions were essentially similar, that they exceeded the level of rates applying from Wyoming to Missouri River markets, and that the carriers declined to publish joint rates. The case (Docket No. 540) came on for hearing at Casper on July 23, 1928; T. W. Tomlinson, F. R. Marshall, J. B. Wilson, and Homer A. France appearing for complainants, and numerous exhibits being submitted by both sides. On September 15, 1928, a brief was filed by complainants, and on January 7, 1929, one by respondents. On February 14, 1929, the commission rendered its decision.

The contention of respondent carriers that the decision in Docket No. 17000, Part 9 (the investigation under the Hoch-Smith Resolution), should be awaited before rendering a decision in this case is declared to lack support. To their claim that intrastate shipments of live stock are wasteful, the reply is made that shippers themselves are the best judges as to what movements are necessary. One of the most important facts upon which a compensatory rate could be based, says the decision, is cost of operation; but such evidence respondents have refused to submit.

The findings hold that for joint-line hauls over two or more lines, not parts of the same system and not under a common control, two cents per hundred pounds may be added to the single-line rates. Minimum carload weights for cattle and sheep, double-deck, are to be 22,000 pounds for cars measuring 36 feet 7 inches or less in length and 24,000 pounds for cars measuring 40 feet 6 inches to 41 feet; for sheep in single-deck cars, 12,000 and 14,000 pounds, respectively. Rates are to be stated in cents per hundred pounds. Rates on horses, mules, and asses are to be the same as those on cattle, but with a greater minimum weight; rates on hogs and calves, single-deck, are to be 135 per cent of rates for cattle; rates on sheep, single-deck, 125 per cent of cattle rates; rates on fat stock moving to intrastate markets, 120 per cent of those on stockers. Rates proposed by carriers are held to be "unjust, unreasonable, and [such as], if granted, would be in violation of the statutes and directly contrary to the spirit and intent of the Hoch-Smith Resolution." Maximum single-line rates are fixed at a point somewhat above that recommended in complainants' brief.

The new rates are to go into effect April 15, 1929.

This case was one of the last handled by T. W. Tomlinson, and the decision is a clear-cut victory for complainants.

INTERSTATE COMMERCE COMMISSION SUSPENDS WEIGHING RULE

ON FEBRUARY 28 word was received that the Interstate Commerce Commission has suspended proposed changes in the rules governing the weighing of live stock moving between country points in Western Trunk Line Territory, issued to become effective March 1 and March 10, 1929. These changes would have imposed a penalty of 10 per cent on any shipper or consignee who should "refuse to furnish hoof selling weights or wagon scale weights."

A protest against this rule was filed by the American

National Live Stock Association, the National Wool Growers' Association, the Texas and Southwestern Cattle Raisers' Association, the Sheep and Goat Raisers' Association of Texas, the Highland Hereford Breeders' Association, and the Live Stock Traffic Association, which applied to the commission for a suspension of the proposed changes until a full investigation could be had. As causes for the petition were advanced: ambiguity of the order, placing upon the shipper or consignee the responsibility of furnishing weights, presupposition that actual weights are always available and withheld from the carriers, and absence of a provision for cases where the shipper or consignee is unable to furnish such weights.

THE CONSUMER AND BEEF

UNDER THIS HEADING the *National Provisioner* of February 23 prints an editorial telling us what, in its opinion, is the matter with the beef trade. We quote the following paragraphs:

"There seems little real reason for the beef-trade slump that has existed for some time past. Everyone knows beef is higher than in a number of years. What everyone does not know is that the price of beef is not prohibitive, that there is beef enough to go around, and that there is no real reason for the drop in consumer demand.

"Beef is suffering from a state of mind on the part of the consumer, more than from any other real trouble."

"The consumer has learned to pay more for both his luxuries and his necessities. The trouble is that he did not learn that beef costs more at the same time he learned this regarding his theater tickets, the upkeep of his automobile, his street-car rides, and most of his food products.

"Beef did not take the price hurdle when most other commodities climbed high, and it was accepted as a cheap food. Now that it has taken its place in the price-level maintained by practically everything else the consumer buys, immediately an unwarranted barrier is raised against it. . . .

"Public opinion is a powerful influence. It would seem that a great deal has been done to mold public opinion to the idea that beef has reached prohibitive price-levels, when, as a matter of fact, it has attained no higher level than has practically everything else the consumer finds himself in position to buy as a result of the higher wage and salary scale he enjoys.

"Why not start right away developing a new consumer psychology on beef? It might take a while to do it, and it would require the combined efforts of producer, packer, and retailer."

On this, our market editor, James E. Poole, offers the following comment:

"Beef is suffering from excessive retail, not wholesale, prices. It lacks selling pressure. Hotels, restaurants, dining-cars, and other public eating-places relegate it to a rear position. In fact, such relegation is effectively accomplished by prices prohibitive to a multitude of consumers—prices wholly out of line with wholesale cost. This diagnoses the case. Compounding an effective remedy is an equine of different hue.

"Feeders have contributed to present conditions by ignoring consumer demand and laying in heavy cattle, on which gains are costly, and for which the outlet has not only contracted, but is trending in that direction in a positive manner. The chain-store buyer has also affected beef trade adversely by concentrating the buying power."

"I must say that I have never read such an interesting stock paper as *THE PRODUCER*. I take one from Chicago, but it is not a patch to yours. I wish you could print it twice a month. I would double the price, and be glad to do it. Don't you stop that paper until I notify you to do so!"—**ERNIE THOMPSON**, Parkhill, Ontario.

THE MARKETS

LIVE-STOCK MARKET IN FEBRUARY

BY JAMES E. POOLE

CHICAGO, ILL., March 1, 1929.

A TRAIN OF UNFAVORABLE CONDITIONS has been disastrous to those who made the winter crop of beef. The trouble had its inception in bad buying last fall. To use a hackneyed term: "Cattle were laid in too high." The big steer has made another demonstration of efficiency as a price-wrecker. A similar demonstration was made during the latter half of 1926; another early in 1928, subsequent to January, when heavy cattle sold up to \$18.75, followed by a break of \$4 per cwt.; and the same thing will be repeated whenever a few too many steers weighing 1,300 pounds or more invade the market arena. Another error was committed last fall when, in a scramble to install heavy cattle in the feed-lot, regardless of whether they were good, bad, or indifferent, a mass of plain, nondescript, and even rough bullocks were put on corn at prices that made a final profit impossible. Plain and rough cattle, regardless of condition, have been sent over a series of bumps, having not only depreciated their own value, but pulled the whole price-list down. When weight is not abundant, a plain big steer can get by. Otherwise it is a notoriously bad actor. The product is unattractive, and meets sales resistance from the moment it enters distributive channels, especially at current high prices. Plain and rough heavy steers have been severely penalized all winter. At the middle of February, when 1,400- to 1,500-pound steers with quality were eligible to \$14.25 to \$14.75 per cwt.—which are not low prices, by any means—a drove of rough 1,511-pound steers went over the

Modern markets demand

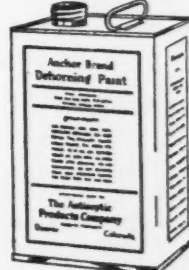
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Chicago scales at \$10; and the man who bought them registered a protest. They were beef last fall, and should have gone to the butcher at that time, if not in 1927. If feeders insist on making 1,500-pound bullocks—and many have that obsession—they should pass up all but the well-bred ones when initiating the operation.

Big Steer a Money-Loser

Practically all the big steers laid in last fall have lost money. How much the crop has cost in the aggregate will never be approximated, much less computed. It has been a hard season on that type of in-and-out feeder who was out last year. The element that picked up 1928 velvet had something to go on, but made the discovery that it is possible to lose money where it was found—a rule that may be reversed. Light cattle have given better financial results, but the advance in corn has been responsible for premature cashing of a raft of light steers in merely warmed-up condition that in many cases represented sacrifice of good raw material. The presence of such cattle on the market served to demoralize cow and heifer trade, as the product of \$9.50 to \$11.50 cattle figures better on the hooks than that of good butcher cows. Heifers have been capable of a better performance than cows; but even here weight has been penalized, and lack of condition has met sales resistance.

Shippers Requested to Curtail Loading

The whole market lapsed into such semi-demoralized condition about mid-February that commission men were under the necessity of appealing to feeders to check loading in the country until congestion in beef-distributive channels had been relieved. This remedy proved at least partly effective, the result being an upturn of 50 cents to \$1 per cwt. the following week; but the moment receipts became normal, reaction set in, keeping prices hopping around in provoking fashion. At all times it has been an undependable market, the beef-house acting in a dazed manner, especially where weight was concerned. At the bottom of the February slump, feeders invaded the market, paying \$10.50 to \$11.75 for fleshy steers, on the theory that the beef they carried could not be put on at these prices; but the following week a sharp advance excluded them from the market.

Trouble in Kosher Market Adds to Difficulties

Renewal of disturbance in New York kosher-beef circles was a depressing influence, and the break in hides served further to aggravate the situation by putting an extra burden on beef. The New York kosher trouble was open to the suspicion of being a "racket." For the purpose of maintaining prices to consumers, Gotham distributors effected an organization, insisting that packers refuse to sell to those declining to come into the compact, which killers would not do. The resultant "racket" injected the arm of the federal government into the situation, temporarily clarifying it; but the germ is latent and the menace evident. The break in hides forced packers to charge current take-off to their own tanning account, which did not help cattle salesmen. Verily, it has been a winter with "one damn thing after another" butting in.

Beef Prices Maintained at Top Level

Feeders are realizing that beef got too high, so far as the ultimate consumer is concerned. Wholesale cost declined, but the rank and file of retailers maintained prices little different from the scale of last fall, when live cattle were substantially higher. To reduce cost of the package, beef-eaters resorted to the expedient of buying smaller cuts of inferior beef. Chain stores, which have been getting into meat distribution, refused to handle the better grades of beef, which was reflected in demand for cattle selling below the \$12 line. Those who handled common steers in the feed-lot frequently had profitable, if not wide, margins, while owners of good cattle selling from \$12.50 to \$15 figured in red ink. Incidentally, February recorded few sales of fat cattle above \$13.25, a spread of \$12.25 to \$13 taking thousands of steers good enough for any trade. Looking back over the market record since 1920, these prices are not suggestive of cheapness, and it is well to remember that as recently as the fall of 1926 good heavy bullocks sold around \$9 per cwt. for several months.

Cheaper Grades of Cattle Faring Best

Bologna bulls, canning and cutting cows, and trashy steers have been good actors at the market all winter, such performance being in striking contrast to the debacle in good-cattle trade. It is significant that the stocker market has charted an independent course, fleshy steers that go to feed-lots at this season showing sympathy with the fat-cattle market.

Hogs in Gratifying Advance

Hog values advanced sharply and consistently until the summit was right at the \$11 point, and \$10.60 to \$10.85 took the bulk of hogs at Chicago, compared with \$8.40 to \$8.50 at the winter's low point. One packer took the bull side of the market, for some inexplicable reason, frequently setting the pace, although this was left to shippers and the coterie of small local packers most of the time. Heavy stocks of lard and meats, announced early in the month, did not check the rise, nor did a mid-month showing of further accumulation, indicating that holders of these stocks were confident of the inventory value of their property and certain of a profitable outcome to the merchandising season. At the crest of the rise, eastern demand was somewhat curtailed, but good clearances were the rule. The month's run was light, partly attributable to severe weather all over the Corn Belt, which made hauling hogs to shipping stations difficult, if not impossible; and, as the upturn improved the morale of holders, who had been discouraged by low prices early in the winter, they were in a mood to play the game longer. Weights were below normal for the season, suggesting that the winter crop had been shipped closely as to maturity. This was reflected in a narrow

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spread between heavy butchers and choice light and medium-weight shipping hogs, 400-pound barrows selling within 25 cents per cwt. of the top, indicating no surplus of heavy meats or an outlet for the product, confirmed by a \$9.50 to \$10 trade in packing sows. A cutting profit was suggested by the somewhat greedy manner in which the smaller killing concerns went after good hogs. The spring and summer market will be determined by receipts, the ability of small packers to vend their fresh product, and the celerity with which the winter accumulation of cured product goes into distributive channels. Export demand for lard has been of considerable volume, but the European outlet for meats is somewhat restricted. Domestic fresh-pork consumption has been continuously heavy. In fact, the entire nation has been on a generous fresh-pork diet all winter, as beef has been high in cost, especially to the ultimate consumer, and lamb has been anything but plentiful.

Heavy Slaughter Follows Low Quotations

The result of two cheap hog crops is seen in heavy winter sow slaughter. Gilts that would otherwise have been bred have gone to the shambles by the hundred thousand, and the logical result of this will be one or more reduced hog crops, in a numerical sense. The country has a well-defined theory that there is more net money in restricted production at a higher price-level, and will put that policy into effect. The much-advertised "hog cycle" is nothing more or less than production expansion in response to a period of high prices, with ensuing contraction by way of protest against low prices that accompany increased production. Such remedies for this condition as have been compounded are empirical, regardless of the source, the agricultural professorial element having evolved nothing new on the much-threshed subject. Nature has much to do with swine production, and it has a habit of asserting itself.

Lambs Continue at Profitable Level

But one serious break occurred in the February live-mutton market, and that was promptly repaired. A temporary heavy movement from Denver was responsible, but previous high prices were also a factor, as lofty markets are always susceptible to sudden breaks. The surprise was, however, that a \$17 trade could be maintained practically all through the month, with the exception of a few days; also that medium lambs could sell so close to the better grades right along. A consistent performance by the big lamb was also the cause of comment, the discount being scant. In fact, at Denver killers absorbed all weights at one price. A healthy shipping demand at Chicago set the pace, the \$17 quotation disappearing only for a brief period, and the top frequently rising to \$17.50, although packers were averse to paying above \$17 and did not go above \$17.25. On the other hand, few fed lambs sold below \$16.25, as much of the time killers were under the necessity of buying for numbers.

Condition Leaves Something to Be Desired

Condition of a considerable portion of the crop was indifferent, thousands of lambs going to killers that were merely in good feeder flesh, and would have gone back to the country for a second trip on corn but for the fact that killers needed them to replenish coolers, as the dressed market was receptive and never congested. Feeders would have absorbed more unfinished lambs up to \$15.50, a few heavy shearing lambs going to the country at \$16. Winter feeders and shearers played in hard luck, however, as picking was poor and finishing operations at the big feed-lots around Chicago were of the smallest volume in many years.

Fat ewes had a sharp break early in the month, when the

\$10 quotation was erased, \$9.25 being the practical limit later. Yearlings have rarely been so scarce, aged wethers disappearing. Yearlings could have been used to do substitute duty for lambs, but it is evident that American consumers need little heavy mutton.

Feeders Profiting by Conditions

The winter market since the turn of the year has been highly profitable to feeders, or those who were shrewd enough to stay in the game. Margins have been wide, and in many instances the feed bill was whittled down by premature marketing, a large share of late February receipts needing another thirty-day feed to put the product in creditable condition. Packers emitted no audible complaint concerning prices, but did protest, not unreasonably, against low meat yields and poor condition of the product. Prices were attractive, and feeders took the short route to the cash, having learned in the school of bitter experience that overstaying a good market is at least doubtful policy.

COMMERCIAL CATTLE PROSPECT

BY JAMES E. POOLE

AN UNPROFITABLE WINTER, from the cattle-feeders' viewpoint, has not repressed ardor or diminished confidence in the future of the industry, immediate or distant. Cattle-feeders' losses on the winter crop of beef were the logical sequence of last summer's boom, aggravated by a rising corn market, which added substantially to cost of making gains. A somewhat anomalous condition is found in a semi-demoralized fat-cattle market, while stockers have actually advanced. The germ of speculation, always latent, shows signs of activity in the Southwest, where pasturemen have been on the alert for cattle since the turn of the year. Outside the speculative element, there is no desire for repetition of last year's boom, as the logical effect of such debauches is a headache, such as the industry has been nursing through the past winter. Absolute stability is impossible, but a reasonable measure of that abstract quality is to be desired.

So many things may happen almost overnight that fore-

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casting events of the coming season is impossible. Diminishing beef consumption, low prices of hides and by-product relative to cost of live cattle, increasing difficulty in the replacement process, and deterioration of quality in young cattle, the logical result of inability of western breeders to buy good bulls during the post-war period of liquidation and depression, are features not to be ignored. Physical conditions in the trans-Missouri grazing area will determine the respective proportions of beef and feeding cattle in the summer and fall supply. The ever-present drought menace may upset the best-laid plans within a few weeks.

Fall demand for feeding cattle will be determined by summer beef prices and corn-crop developments. This year feeders will not repeat the error of overestimating corn supply, which was responsible for at least part of their loss on last winter's operations. Among the logical probabilities are:

Another short beef supply when liquidation of the crop of steers acquired last fall, and prematurely dislodged by the rise in corn, runs its course.

Southwestern pastures must be largely replenished with light cattle, insuring a large percentage of feeders next fall.

Northwestern grass cannot be restocked from southern pastures, as prices are prohibitive, and Kansas graziers will have first call on available supply.

Another bare spot in finished cattle supply will be due early in the summer and somewhat earlier than last year, as no considerable number of steers has ever been carried into long feeds on a rising corn market.

Spreads will be wider than in 1928, when beef from cheap

cattle on the hooks cost as much as, or more than, that of choice bullocks.

Feeders have learned their lesson, and will not again compete with killers on weighty western grass cattle in beef condition—always a hazardous investment. Choice cattle of all weights may sell up to 1928 levels; medium and common grades are not likely to attain the same lofty altitude.

In 1928 the heavy feeder movement occurred during the August-to-October period, when it was substantially heavier than at the corresponding period of 1927; but during the ensuing three months, when feeders bought heavily the previous season, installation of fleshy cattle in feed-lots was all but suspended, and the entire stock-cattle movement was far below seasonal proportions, which should spell light spring and summer beef production.

Stock cattle will continue high, although the reckless investment of the boom period of 1928 will not be repeated. At that, yearlings and calves may sell close to 1928 prices, especially if summer trade in fat yearlings justifies contracting calves at \$45 to \$50 per head. Supply of feeding calves may be curtailed by necessity for retaining the pick of the heifer end to replace aged cows turned into beef channels.

Continued high cost of stock and feeding cattle will have the logical effect of restricting replacement. Commercial feeders on an extensive scale sustained serious loss last winter, and will be in conservative mood. Expansion in red ink will not be encouraged by bankers. It is probable that cattle-feeding will become a farm operation, as, under present conditions, it is highly hazardous on an extensive scale.

West of the Missouri River a gigantic campaign of rehabilitation and improvement is under way, and in the Mississippi Valley far-sighted men are starting herds of beef-bred cows under conditions that promise profit, if present prices for the finished product are maintained; but, except in a speculative sense, the country is not beef-cattle-minded.

Over much of the farming area the dairy industry is claiming new acreage on an apparently firm footing. Such beef-making as may be initiated elsewhere than on the purely pastoral areas of the West is not likely to constitute an important contribution to the national supply. Present conditions within the industry are satisfactory only to those breeders who have survived the post-war debacle. A good cow, capable of raising a calf, in the hands of a man competent to handle her, and a place to do it, promises to be a dividend-payer for years to come, provided always that a possible invasion of the domestic market by South American product is averted.

Present conditions are adverse to the feeder, whose replacement cost prohibits expectancy of reasonable margins; to the killer, whose profits have been dissipated by curtailed volume; and to the great army of beef-consumers, who are not only paying oppressive retail prices, but in many instances are getting inferior product. To maintain supply, anything wearing a hide is being utilized for beef, resulting in a clean-up of common and nondescript cattle—a process that cannot be continued indefinitely. A significant development is growing scarcity of so-called native cattle, mainly of Shorthorn extraction, formerly grown in considerable numbers east of the Missouri River, for which expansion of the dairy industry is responsible. This has aggravated the replacement problem, forcing feeders who have heretofore handled this type of steer to take western-bred stock.

The source of supply of native cattle has probably dried up forever, as wherever a herd of dairy cows displaces a feed-lot it establishes a permanent footing. The native beef-cattle industry, in contradistinction to western breeding, has gone



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on an early-maturity basis. Its annual production hereafter will go direct from breeder to killer at the yearling stage, and it will no longer figure seriously in the stocker supply.

Assuming that domestic breeders are able to retain exclusive possession of this market, their position appears secure for a long term of years. Feeders must operate more conservatively, or accept the hazards inseparable from manufacturing with high cost of raw material.

THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., March 2, 1929.

CATTLE TRADE was extremely dull early in the month. Beef-trade channels were clogged in the East, demand was limited, and pleas were sent to the country from Chicago, urging shippers to withhold consignments until the trade should have a chance to recover. This was done, with the result that, late in February, trade showed marked improvement, and much of the early loss was recovered. Prices at the close of the month, however, show some decline, as compared with those of February 1. Good-quality beef steers were selling early in the month at \$11.50 to \$12.50; at the close a very desirable grade was selling at \$11 to \$12, and comparatively few were going above the latter price. Cows were selling early in the month at \$8 to \$9 for a good grade, while the same kinds were bringing around \$8 to \$9.25 at the close. Heifers that sold from \$10.50 to \$11.65 early in February were bringing around \$10 to \$11 late in the month. Feeder cattle were selling early in February at \$10.25 to \$11.75, and late in the month around \$10 to \$11.50.

Hogs.—Hog trade was active during the month, with a good demand, and prices made material advance. Good-quality top hogs were selling early in the month at around \$9.30, whereas the same grades were bringing up to \$10.50 at the close. Shipper buyers were active in the trade and took numerous consignments, but the larger volume of buying was done by big packers and small killers.

Sheep.—Sheep and lamb trade continues active, with a good demand and very satisfactory prices. Fat lambs were selling at \$15.50 to \$15.60 at the beginning of February, whereas at the close they were bringing around \$15.50 to \$16. Feeder lambs that were selling around \$15 to \$15.50 at the opening of the month were bringing \$15.25 to \$15.75 at the close. Lamb-feeders are doing splendid work this year in distributing their lamb shipments, and this policy is no doubt largely responsible for the very satisfactory prices prevailing.

Horses.—Good-quality heavy work-horses and mules are selling at \$100 to \$175 a head.

IMPROVED CONDITIONS IN STOCKER TRADE

J. E. P.

TOWARD THE LATTER PART OF FEBRUARY, stock-cattle trade at the central markets showed signs of improvement. Feeders unloading heavy bullocks acquired last fall at a loss picked up fleshy steers at \$11 to \$11.75, but had few opportunities for such purchases—such was killer demand for the cheaper grades of steers.

So far as stock cattle are concerned, it will be a seller's market all through the season. Late summer and fall stocker prices will be determined by new corn-crop developments and

fat-cattle trade performance meanwhile; but, if such handwriting as is decipherable means anything, feeders will be under the necessity of replacing on a basis that will mean narrower margins, unless beef-consumers are disposed to pay substantially higher prices for that commodity, which is improbable, unless acute scarcity develops, as sales resistance is already in evidence. Under present conditions, beef is required to carry a heavy load, as values of hides and by-product are out of line with live-cattle cost.

A recent trip through the southwestern cattle-breeding ground revealed unprecedented supply conditions. Not only are coming two- and three-year-old steers scarce, but there is no adequate supply of yearlings, and a large percentage of this type of steers lacks quality. Many cattle were shipped into Texas last fall at the calf, yearling, and two-year-old stage, affording the only selection available to the Kansas pastureman. This unique basic supply condition is in evidence at local oil-mill pens, which have been replenished sparingly with yearling and coming two-year-old heifers and old cows. In the scramble to get cattle last fall, the Texas storehouse was all but depleted of qualified steers that went to the central states to go on corn, in anticipation of a bumper crop of that feed at low prices.

A significant phase of the situation is that contracts were made for 1929 calves to be delivered at weaning time next fall long before they arrived. As early as January, commission men and others were riding the Southwest intent on securing cattle to go to Kansas and other pastures at the rise of grass. This demand will make inroads in the available supply of yearlings—most of them late-dropped calves last year and light in weight. So strongly held is the available supply of young stock cattle that \$55 to \$60 per head were ruling asking prices for coming yearling steers, somewhat plain.

Owners of the few good three-year-old cattle remaining demand \$115 to \$125 per head—prices that would have been considered fabulous a few years back. Inability to secure a normal quota of aged cattle, with quality, will put pasturemen under the necessity of summering steer yearlings and plain older cattle. Remunerative prices now enable ranchmen to winter cattle on cake, delivering them to the pastureman in super-condition and heavier weights, incidentally reducing winter loss—a conservation factor not to be overlooked.

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THE LAMB OUTLOOK

J. E. P.

A HIGH WINTER LAMB MARKET has fortified the position of the breeder, while weakening that of the feeder. A high summer market for feeding lambs is assured. Early contracting of unborn lambs around 12 cents on the range tells its own story.

A short lamb crop will be the logical sequence of a hard winter. In any event, a big lamb crop will be impossible. It is also probable that a hard winter will insure good grazing conditions, in which event the long end of the 1929 lamb crop will go to market in killer condition, to the disadvantage of the feeder. This outcome, of course, depends on summer physical conditions.

Speculators, ubiquitous as ever, dispelled the iridescent dream of exclusion of that element. Probably such elimination would be to the disadvantage of the breeder, on the theory that every bidder aids in making a market. The speculator must go to the feeder for his thin lambs, and the feeder is an uncertain proposition—especially that element operating in the farming area. Indications are, however, that farmer-feeders will be in the market during the coming season, and that competition will put prices somewhat higher than in 1928—a dollar per cwt. higher is confident current prediction.

Winter performance of the big lamb will dispel prejudice against weight in feeding circles. Probably absence of weight from the winter crop sustained prices of big lambs, as a few can always be used. When heavy lambs are plentiful, they exert a depressing influence on the whole crop, and feeders will err if they take what has happened in the fat-lamb market this winter as indicative of broad demand for stock weighing around or above 100 pounds.

Fat-lamb trade appears to be on a healthy basis. The overproduction alarm has subsided, and, in the light of recent events, must be relegated to the sphere of exaggeration. Lamb-growing is not expanding with the rapidity promised, nor is it likely to do so for various reasons, not the least of which is cost of operating on an extensive scale; also necessity for heavy capital investment in land for expansion, and the more or less hazardous nature of the business, from both physical and commercial standpoints. Cost of breeding stock

is repressing marked expansion in the farming areas of the Mississippi Valley; also in the East. Anyhow, the average farmer is far from being sheep-minded. The dairy industry has been, and is likely to be, prosperous, and, while it involves hard labor, plus constant application, it puts the farmer on a regular pay-roll, with reasonable certainty, so far as remuneration is concerned, while even with two crops annually—lambs and wool—returns from sheep husbandry are somewhat uncertain. Some increase in native-lamb production is revealed by slaughter statistics. It is and will be against the general price of lambs during the last quarter of the year, when a large percentage of the crop is dumped into the market hopper; but after the turn of each year the fat-lamb market should go on a reasonably stable basis. The most encouraging sign is a healthy dressed market, in striking contrast to a stagnant dressed-beef trade, reflecting consumer demand for smaller packages of meat.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-seven markets for the month of January, 1929, compared with January, 1928, and January averages for the five years 1924-28:

RECEIPTS

| | January | | January Averages 1924-28 |
|-------------|-----------|-----------|--------------------------------|
| | 1929 | 1928 | |
| Cattle* | 1,156,572 | 1,272,396 | 1,330,874 |
| Calves..... | 478,224 | 498,625 | 508,908 |
| Hogs..... | 5,061,225 | 5,305,840 | 5,243,782 |
| Sheep..... | 1,875,680 | 1,704,659 | 1,631,345 |

TOTAL SHIPMENTS†

| | January | | January Averages 1924-28 |
|-------------|-----------|-----------|--------------------------------|
| | 1929 | 1928 | |
| Cattle* | 423,788 | 513,317 | 527,587 |
| Calves..... | 136,992 | 146,897 | 155,803 |
| Hogs..... | 1,864,063 | 1,849,491 | 1,866,157 |
| Sheep..... | 837,158 | 704,943 | 735,979 |

STOCKER AND FEEDER SHIPMENTS

| | January | | January Averages 1924-28 |
|-------------|---------|---------|--------------------------------|
| | 1929 | 1928 | |
| Cattle* | 159,164 | 512,296 | 206,916 |
| Calves..... | 18,804 | 18,382 | 15,554 |
| Hogs..... | 46,627 | 77,471 | 65,798 |
| Sheep..... | 187,655 | 116,377 | 153,255 |

LOCAL SLAUGHTER

| | January | | January Averages 1924-28 |
|-------------|-----------|-----------|--------------------------------|
| | 1929 | 1928 | |
| Cattle* | 712,800 | 714,625 | 766,596 |
| Calves..... | 344,660 | 365,806 | 366,572 |
| Hogs..... | 3,193,917 | 3,442,671 | 3,356,697 |
| Sheep..... | 1,039,623 | 994,163 | 895,407 |

*Exclusive of calves.

†Including stockers and feeders.

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LIVE-STOCK MARKET QUOTATIONS

Friday, March 1, 1929

CATTLE AND CALVES

| STEERS: | KANSAS CITY | OMAHA | DENVER |
|----------------------------------|---------------|---------------|---------------|
| Choice (1,300 to 1,500 lbs.) | \$12.50-13.75 | \$12.50-14.00 | |
| Good | 11.65-12.50 | 11.50-12.50 | |
| Choice (1,100 to 1,300 lbs.) | 12.75-14.25 | 12.50-14.25 | |
| Good | 11.65-13.25 | 11.50-12.50 | \$10.25-12.00 |
| Choice (950 to 1,100 lbs.) | 13.25-14.25 | 12.75-14.25 | |
| Good | 11.75-13.25 | 11.75-12.75 | 10.35-12.25 |
| Medium (800 lbs. up) | 10.50-11.75 | 10.50-11.75 | 9.10-10.35 |
| Common | 8.50-10.50 | 8.50-10.50 | 7.90-9.10 |
| YEARLING STEERS: | | | |
| Choice (750 to 950 lbs.) | 13.25-14.50 | 12.75-14.25 | |
| Good | 11.75-13.25 | 11.25-12.75 | |
| HEIFERS: | | | |
| Choice (850 lbs. down) | 11.50-13.00 | 11.50-12.50 | 10.70-11.35 |
| Good | 10.50-12.00 | 10.75-11.50 | 9.50-11.00 |
| Common to Medium | 7.50-10.75 | 7.50-10.75 | 7.10-9.75 |
| Choice (850 lbs. up) | 10.25-12.00 | 10.25-12.00 | 10.10-10.90 |
| Good | 9.00-11.50 | 9.25-11.25 | 9.00-10.70 |
| Medium | 8.25-10.25 | 8.00-10.50 | 8.35-9.50 |
| COWS: | | | |
| Choice | 9.00-10.00 | 9.00-10.00 | 8.90-9.40 |
| Good | 8.25-9.00 | 8.25-9.00 | 7.85-8.90 |
| Common to Medium | 6.75-8.25 | 6.75-8.25 | 6.50-7.85 |
| Low Cutters and Outters | 5.25-6.75 | 5.50-6.75 | 4.75-6.50 |
| BULLS: | | | |
| Good to Choice | 8.75-9.75 | 8.50-9.50 | 7.75-8.60 |
| Cutters to Medium | 6.75-8.75 | 7.25-8.50 | 6.50-7.75 |
| CALVES: | | | |
| Medium to Choice (500 lbs. down) | 9.50-12.00 | 8.50-11.00 | 8.75-11.75 |
| Culls to Common | 6.50-9.50 | 6.00-8.50 | 5.50-8.75 |
| VEALERS: | | | |
| Good to Choice | 12.50-15.00 | 12.00-14.50 | 13.00-15.25 |
| Medium | 9.50-12.50 | 11.00-12.00 | 10.75-13.00 |
| Culls to Common | 6.00-9.50 | 6.50-11.00 | 6.25-10.75 |
| FEEDERS AND STOCKERS— | | | |
| STEERS: | | | |
| Good to Choice (800 lbs. up) | 10.75-12.15 | 10.50-12.00 | 9.85-11.35 |
| Common to Medium | 8.50-10.75 | 8.50-10.50 | 7.25-8.85 |
| Good to Choice (800 lbs. down) | 10.75-12.50 | 10.75-12.50 | 10.00-11.75 |
| Common to Medium | 8.00-10.75 | 8.25-10.75 | 7.10-10.00 |
| HEIFERS: | | | |
| Good to Choice | 9.25-11.00 | 8.50-10.50 | 9.00-10.25 |
| Common to Medium | 7.00-9.25 | 7.25-8.50 | 7.25-9.00 |
| COWS: | | | |
| Good to Choice | 7.50-8.50 | 6.75-8.00 | 7.25-8.10 |
| Common to Medium | 6.25-7.50 | 5.75-6.75 | 6.25-7.25 |
| CALVES: | | | |
| Good to Choice | 11.00-13.00 | 11.00-13.00 | 10.50-12.25 |
| Medium | 9.00-11.00 | 8.50-11.00 | 8.75-10.50 |

HOGS

| | | | |
|--------------------------------------|---------------|---------------|---------------|
| Heavy Weights, Medium to Choice | \$10.35-11.00 | \$10.35-10.75 | \$ 9.60-10.35 |
| Medium Weights, Medium to Choice | 10.50-11.10 | 10.45-10.75 | 9.85-10.50 |
| Light Weights, Medium to Choice | 10.35-11.10 | 10.00-10.75 | 9.75-10.50 |
| Light Lights, Medium to Choice | 9.00-10.75 | 9.00-10.50 | 9.00-10.15 |
| Packing Sows | 8.75-10.00 | 9.65-10.15 | 9.00-9.50 |
| Slaughter Pigs, Medium to Choice | 8.00-9.25 | | |
| Feeder and Stocker Pigs, Med. to Ch. | 8.00-9.25 | 8.00-9.25 | |

SHEEP AND LAMBS

| | | | |
|------------------------------------|---------------|---------------|---------------|
| LAMBS: | | | |
| Good to Choice (84 lbs. down) | \$15.25-16.35 | \$15.25-16.35 | \$14.85-15.75 |
| Medium (92 lbs. down) | 14.25-15.25 | 14.00-15.25 | 13.65-14.65 |
| Culls to Common (all weights) | 10.00-14.25 | 10.25-14.00 | 9.75-13.65 |
| YEARLING WETHERS: | | | |
| Medium to Choice (110 lbs. down) | 11.00-14.50 | 10.25-13.75 | |
| EWES: | | | |
| Medium to Choice (120 lbs. down) | 7.50-9.25 | 7.75-9.75 | 7.00-9.00 |
| Medium to Choice (120 to 150 lbs.) | 7.25-9.00 | 7.50-9.50 | |
| Medium to Choice (all weights) | 3.50-7.25 | 3.25-7.75 | |
| FEEDING LAMBS: | | | |
| Good to Choice | | 14.50-15.75 | 14.25-15.50 |
| Medium | | 13.25-14.50 | 13.50-14.25 |

COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES showing prices on the principal classes and grades of live stock at Chicago on March 1, 1929, compared with January 28, 1929, and March 1, 1928:

| SLAUGHTER STEERS: | Mar. 1, 1929 | Jan. 28, 1929 | Mar. 1, 1928 |
|----------------------------------|---------------|---------------|---------------|
| Choice (1,100 to 1,500 lbs.) | \$13.75-14.75 | \$15.00-15.50 | \$15.25-16.75 |
| Good | 12.50-13.75 | 13.00-14.75 | 13.50-16.25 |
| Choice (1,100 lbs. down) | 13.75-14.75 | 15.25-16.00 | 14.75-15.75 |
| Good | 12.75-13.75 | 13.00-15.25 | 13.00-15.25 |
| Medium (800 lbs. up) | 11.50-13.00 | 11.25-13.00 | 11.00-13.50 |
| YEARLING STEERS: | | | |
| Good to Choice | 13.75-15.00 | 13.00-16.00 | 12.50-15.25 |
| HEIFERS: | | | |
| Good to Choice | 9.50-13.50 | 10.00-13.50 | 9.75-13.25 |
| COWS: | | | |
| Good to Choice | 8.50-10.50 | 8.25-10.75 | 8.25-11.25 |
| FEEDER AND STOCKER STEERS: | | | |
| Good to Choice (800 lbs. up) | 10.75-12.00 | 10.50-11.75 | 11.00-12.50 |
| Common to Medium | 8.50-10.75 | 8.75-10.50 | 8.75-11.00 |
| Good to Choice (800 lbs. down) | 11.00-12.00 | 10.50-12.00 | 10.75-12.00 |
| Common to Medium | 8.50-11.00 | 8.25-10.50 | 8.25-10.75 |
| HOGS: | | | |
| Medium Weights (200 to 250 lbs.) | 11.00-11.40 | 9.50-10.00 | 8.10-8.50 |
| LAMBS: | | | |
| Medium to Choice (84 to 92 lbs.) | 14.75-17.15 | 14.90-17.65 | 14.25-16.50 |

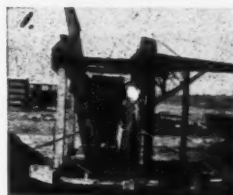
DUTY ON HIDES ESSENTIAL TO WELFARE OF CATTLE INDUSTRY

J. E. P.

VARIOUS EXPLANATION of the recent break in hides is forthcoming. One opinion is that threat, if not probability, of a duty has been responsible for ordering imports on a vast scale from every part of the world, to beat the impost. The prosperous condition of the shoe-manufacturing interests

The Yokum Cattle Squeezer

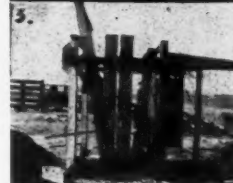
Self-adjusting. Handles all sizes.



1. Squeezer and stanchion open, rear door closed.



2. Squeezer closed, showing closeness of walls.



3. Squeezer open and stanchion closed.

Firmly grips any sized animal.

PATENTED

Detailed instructions and blue-print showing construction, together with the two necessary cast rollers, \$25.

J. C. YOKUM

808 Eleventh Street

Oakland, Calif.

does not explain the slump, nor does the retail cost of shoes justify it. Undoubtedly, increasing use of leather substitutes has been a depressing influence, which is all the more reason for a duty on hides.

Removal of the duty on hides was predicated on a prosperous tanning and leather industry, on the one hand, and cheaper footwear to consumers, on the other. Neither objective has been attained, after a period of experiment long enough to make results conclusive. The leather industry has been in the throes of depression for years, and consumers have had no relief in the matter of shoe cost.

Depression in hide values has been the direct cause of serious loss on the crop of fat cattle now going to market, requiring beef to carry an abnormal load in the merchandising process. This, in turn, has restricted beef consumption, owing to high prices, which is an obvious injustice to consumers.

Making this market a dumping-ground for the hides and skins of the whole world not only is uneconomic, but violates the protective policy of the Republican party. Incidentally, it hits directly at the cattle industry, which is a major unit in the scheme of agricultural production.

Assertion that the cost of that portion of a pair of shoes represented by green hide exerts serious influence on the manufactured product is absurd. Royalties on machinery, union labor, manufacturers' profits, and cost of distribution, including advertising, determine retail cost of footwear. Free hides merely furnish tanners and leather-workers with cheap raw material, at the expense of domestic cattle-raisers.

One of the outstanding absurdities of free hides is that a foreign hide on the steer's back is subject to duty when it enters this market; peeled off by the foreign killer, it is untaxed—an evident inconsistency.

Shoemaking interests are distributing propaganda in an effort to keep hides on the free list by inducing purchasers of their product to sign protests, on representation that a duty will increase cost of shoes substantially. Such misrepresentation is reprehensible and should discredit itself.

Low hide prices have been responsible in a considerable measure for cattle-feeders' losses recently, and will have the logical effect of restricting feeding operations, thereby curtailing beef supply and, incidentally, depressing prices paid to growers of commercial cattle by restricting competition from pasturemen and feeders. Low hide prices increase cost of beef to the ultimate consumer, thus curtailing production.

Heavy hide and skin imports have created an unwieldy accumulation, demoralizing both hide and leather markets, and making price manipulation possible. The practical result of free hides has been depreciated cattle values and higher cost

of meat to consumers, with no corresponding, or even visible, beneficial results to the public in promised reduction of footwear cost.

Under present conditions, domestic hides, which are perishable property, are accumulating and decaying, while the domestic markets are glutted with foreign hides.

A reasonable duty on hides will exert a stabilizing influence on cattle prices, reduce the extra burden on beef necessitated by low prices, to the advantage of consumers, and place no added burden on shoe-purchasers, as the quantity of raw hide involved in making a pair of shoes is infinitesimal in value, compared with the price of shoes.

A duty on hides will provide a regular, dependable market for our domestic take-off, which is essential to the welfare of the cattle industry. Recent hide-trade conditions are calculated to repress interest in cattle production, delaying rehabilitation of an industry that has been liquidated to the dregs during the period of post-war stress, for which cheap, free hides were at least partly responsible.

* * *

A break in hides invariably occurs at an inopportune moment. This one was no exception to the rule. Prices went down a steep set of skids, as though everything had been lubricated for the occasion. At the bottom of the break, spready native steers were selling at 17 cents; heavy native steers, at 14½ cents; heavy native cows, at 13½ cents; heavy Texas steers, at 14 cents; light native cows, at 13½ cents; light Texas steers, at 13½ cents; and bulls, at 9¼ to 10¼ cents. All-weight country hides sold down to 12 cents.

Packers met the emergency by charging current take-off to their own tanning account. Country dealers had no alternative but hold on, as liquidation meant heavy loss. The break was a semi-disaster, or will be unless speedily retrieved.

WHOLESALE PRICES ON WESTERN DRESSED MEATS

Friday, March 1, 1929

FRESH BEEF AND VEAL

| STEERS (700 lbs. up) : | CHICAGO | BOSTON | NEW YORK |
|-------------------------------------|---------------|---------------|---------------|
| Choice | \$19.00-20.50 | \$19.50-20.00 | \$21.00-22.00 |
| Good | 18.00-19.00 | 19.00-19.50 | 19.00-21.00 |
| STEERS (550 to 700 lbs.) : | | | |
| Choice | 19.50-21.00 | | 21.00-22.50 |
| Good | 18.00-19.50 | | 19.00-21.00 |
| STEERS (500 lbs. up) : | | | |
| Medium | 17.00-17.50 | 18.50-19.00 | 18.00-19.00 |
| YEARLING STEERS (300 to 550 lbs.) : | | | |
| Choice | 20.00-22.00 | | 21.00-23.00 |
| Good | 19.00-20.00 | | 19.00-21.50 |
| COWS: | | | |
| Good | 15.00-16.50 | 16.50-17.00 | 17.00-18.00 |
| Medium | 14.00-15.00 | 16.00-16.50 | 16.00-17.00 |
| VEALERS: | | | |
| Choice | 25.00-26.00 | 25.00-27.00 | 28.00-30.00 |
| Good | 23.00-25.00 | 22.00-25.00 | 25.00-27.00 |

FRESH LAMB AND MUTTON

| | | | |
|-------------------------------|---------------|---------------|---------------|
| LAMBS (38 lbs. down) : | | | |
| Choice | \$28.00-29.00 | \$29.00-30.00 | \$30.00-32.00 |
| Good | 27.00-28.00 | 28.00-29.00 | 29.00-30.00 |
| LAMBS (39 to 45 lbs.) : | | | |
| Choice | 27.00-28.00 | 28.00-30.00 | 30.00-31.00 |
| Good | 26.00-27.00 | 27.00-29.00 | 29.00-30.00 |
| LAMBS (46 to 55 lbs.) : | | | |
| Choice | 26.00-27.00 | 27.00-28.00 | 29.00-30.00 |
| Good | 25.00-26.00 | 26.00-27.00 | 28.00-29.00 |
| MUTTON (Ewes, 70 lbs. down) : | | | |
| Good | 15.00-17.00 | 16.00-18.00 | 17.00-18.00 |

Sturdy, Long-Lived Hand-Made Boots

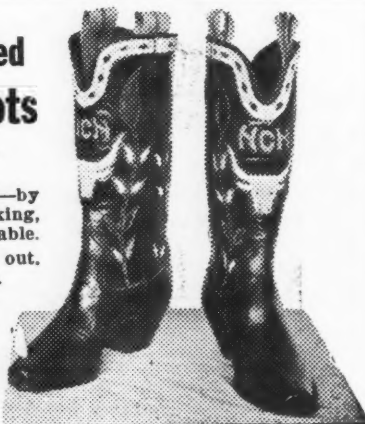
FOR RANCHERS

Made of finest leather—by hand. Although fine-looking, they are strong and durable.

New 1929 catalog now out. Ask for it—no obligation.

Dave Pasada

1640 Cahuenga Ave.
Hollywood, Calif.



WOOL MARKET IN STATE OF SUSPENSION

J. E. P.

A SEASONALLY QUIET WOOL MARKET may break out at any moment in a spasm of activity. Manufacturers have rigidly maintained a hand-to-mouth operating basis since inventory-taking. Meanwhile the market has been steady. Contracting in the West is in a state of suspension. Two clips of 4,000 and 8,000 fleeces were bought recently in Arizona at 30 to 30½ cents, costing the buyer about 95 cents, clean basis, landed in Boston, or 5 to 6 cents lower than was paid for similar wools a year ago.

No change is detected in the manufacturing position, but manufacturers are ready to buy wool "at a price." Eastern market opinion is that every available pound of old wool will be needed before the new clip reaches concentration points.

Mill buyers assert that they are not "in the market" really, but that they "are ready to buy any bargain lots." Some merchants affirm their belief in the sound position of the manufacturing division of the industry, and declare that all the domestic wool in sight will be wanted by the mills before the new clip comes on the market in any considerable quantity. It may be set down as certain, however, that the mills will not do anything calculated to raise the price of wool, in the face of the imminent purchase of the 1929 clip, unless they are forced to do so.

No contracting has been done in the West. Last year at this time there had been placed under contract something like 110,000,000 pounds of wool. This year scarcely 3,000,000 pounds have been placed under contract.

There were offered several of the larger early-shorn clips in Arizona in the vicinity of Phoenix at sealed bid sale, for the best of which as high as 37½ cents is reported to have been bid, or very close to \$1, clean basis, on an assumption of approximately 60 per cent shrinkage, landed at Boston. Even at this basis, the growers rejected all bids. For other wool, estimated to shrink rather on the high side of 60 per cent, 35½ cents was bid.

In like manner, bids for the Rexburg, Idaho, pool were invited. Very few buyers were present at the sale, and their bids, such as they were, evidently afforded little interest to the growers; for all bids here, too, were rejected.

With favorable reports from the goods market, buying interest should develop during the next sixty days. Eventually, if not sooner, the deadlock in the West will be broken.

FEEDSTUFFS

ON MARCH 2, cottonseed cake, f. o. b. Dallas, Texas, was selling for \$43. At Kansas City on March 1 hay prices were as follows: Alfalfa—No. 1 extra leafy, \$35 to \$36; No. 2 extra leafy, \$31.50 to \$34.50; No. 1, \$28.50 to \$31; No. 2 leafy, \$25 to \$28; No. 2, \$22 to \$24.50; No. 3 leafy, \$20 to \$21.50; No. 3, \$17 to \$19.50; sample, \$13 to \$16.50; prairie—No. 1, \$12.50 to \$13; No. 2, \$11 to \$12; No. 3, \$9 to \$10.50; sample, \$7 to \$8.50; timothy—No. 1, \$17 to \$18; No. 2, \$16 to \$16.50; No. 3, \$14.50 to \$15.50; sample, \$11 to \$14; timothy clover-mixed—No. 1, \$17 to \$18; No. 2, \$15.50 to \$16.50; No. 3, \$10 to \$15.

South African Cattle Inferior

A British report on conditions in the Union of South Africa gives little ground for hope of any export trade being developed in meat or meat products from that country until the quality of its cattle has been greatly improved.

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of storage holdings of frozen and cured meats on February 1, 1929, as compared with February 1, 1928, and average holdings on that date for the last five years (in pounds):

| Commodity | Feb. 1, 1929 | Feb. 1, 1928 | Five-Year Average |
|----------------------|---------------|--------------|-------------------|
| Frozen beef..... | 72,053,000 | 50,673,000 | 73,140,000 |
| Cured beef*..... | 21,879,000 | 20,978,000 | 25,020,000 |
| Lamb and mutton..... | 4,009,000 | 4,404,000 | 3,169,000 |
| Frozen pork..... | 245,637,000 | 164,971,000 | 155,534,000 |
| Dry salt pork*..... | 167,241,000 | 119,751,000 | 129,504,000 |
| Pickled pork*..... | 425,194,000 | 370,916,000 | 391,048,000 |
| Miscellaneous..... | 88,715,000 | 64,219,000 | 72,652,000 |
| Totals..... | 1,024,728,000 | 795,912,000 | 850,067,000 |
| Lard..... | 141,571,000 | 84,007,000 | 76,921,000 |

*Cured or in process of cure.

EXPORTS OF MEAT PRODUCTS

EXPORTS OF MEAT, meat products, and animal fats from the United States for the month of January, 1929, and the six months ending December, 1928, as compared with the corresponding periods of the previous years, were as below (in pounds):

BEEF PRODUCTS

| | January | | Six Months Ending December | |
|--------------------|-----------|-----------|----------------------------|------------|
| | 1929 | 1928 | 1928 | 1927 |
| Beef, fresh..... | 283,790 | 196,933 | 1,053,195 | 806,142 |
| Beef, pickled..... | 733,599 | 615,941 | 4,890,698 | 6,942,464 |
| Beef, canned..... | 102,086 | 161,853 | 710,088 | 1,026,258 |
| Oleo oil..... | 4,745,452 | 4,339,537 | 29,907,850 | 31,979,467 |
| Totals..... | 5,864,927 | 5,314,264 | 36,561,831 | 40,754,331 |

PORK PRODUCTS

| | January | | Six Months Ending December | |
|-------------------------|-------------|------------|----------------------------|-------------|
| | 1929 | 1928 | 1928 | 1927 |
| Pork, fresh..... | 1,658,245 | 1,253,727 | 4,625,052 | 4,272,093 |
| Pork, pickled..... | 3,601,169 | 2,143,462 | 17,182,813 | 15,430,671 |
| Bacon..... | 13,014,474 | 11,660,212 | 50,613,778 | 51,822,491 |
| Cumberland sides..... | 250,960 | 426,247 | 2,536,201 | 5,095,464 |
| Hams and shoulders..... | 11,187,006 | 10,004,868 | 54,543,276 | 57,406,878 |
| Wiltshire sides..... | 216,401 | 120,958 | 536,212 | 410,911 |
| Sausage, canned..... | 190,758 | 217,873 | 943,545 | 1,632,584 |
| Lard..... | 89,931,813 | 70,659,710 | 363,694,369 | 320,369,962 |
| Lard compounds..... | 321,236 | 484,324 | 2,323,750 | 3,263,982 |
| Neutral lard..... | 1,920,198 | 2,093,893 | 8,705,467 | 8,754,701 |
| Totals..... | 122,292,260 | 99,065,274 | 505,704,463 | 468,459,737 |

Argentine Beef Exports Decline

A marked decline is noted in the export of Argentine beef carcasses, both chilled and frozen, during 1928. Of chilled beef, 5,376,000 carcasses were exported last year, compared with 6,065,000 in 1927, and of frozen beef, 1,053,000 carcasses, compared with 2,584,000 the year before.

WANTED TO BUY

Second-Hand Cottonseed Meal and Cake Bags; also all kinds of Feed Bags. Write us for prices and tags.

BRUCE BAG & BURLAP CO.
1613 Pearlstone Street, Dallas, Texas

ROUND THE RANGE

RANGE AND LIVE-STOCK REPORT FOR FEBRUARY

Ranges.—Heavy snows during January had covered much of the range of Wyoming, Utah, Nevada, Montana, Idaho, Washington, and parts of Colorado, and a considerable amount of feeding had resulted, says the Bureau of Agricultural Economics in its February report. In parts of Texas and New Mexico the range was becoming dry, and

rain was needed for spring grass. The supply of wheat pastures was short in Oklahoma. Hay was becoming scarce in many states, with prices advancing.

Cattle.—Cattle on the ranges and on hay feed did well during January, with only a small shrinkage in flesh, notwithstanding the severe temperatures. Losses had been light, and prospects were that cattle would go through the winter in good shape.

Sheep.—Feeding was necessary in most of the northwestern states, where the ranges were covered with snow. Sheep were generally in good flesh, and losses had been light. Early lambing in Arizona had been very favorable. Shed-lambing was progressing in the southern and western counties of Idaho, but under difficulties, due to weather conditions. Lambs in feed-lots had made good gains. Very little wool had been contracted.

SHEEP AND LAMBS ON FEED

The number of sheep and lambs on feed for market in the principal feeding states was about 252,000 head, or 5.5 per cent, larger than on January 1, 1928, according to the Department of Agriculture. The number estimated on feed this year was 4,715,000 head, compared with the revised estimate of 4,463,000 January 1, 1928.

The number on feed in the Corn Belt states, including Nebraska, was 389,000 larger on January 1 this year than last, totaling 2,575,000, as compared with 2,186,000 a year ago. In the western states as a whole the number on feed was about 140,000 head smaller than on January 1 a year ago, the total being 2,140,000, as against 2,277,000 on January 1, 1928.

FEWER PIGS BEING FARROWED

A decrease of about 5 per cent in the fall pig crop of 1928 from that of 1927 is reported by the Department of Agriculture, as based on the survey of December 1, undertaken in co-operation with the Post-Office Department through rural mail-carriers. In the eleven Corn Belt states there is a reduction of only 1.5 per cent, but large decreases are shown in the southern states.

Reports of the number of sows to be bred for farrowing in the spring of 1929 also point to a decrease in the spring pig crop.

ARMOUR'S BUSINESS SHOWS SATISFACTORY RETURNS

A volume of sales in excess of \$900,000,000 is again reported by Armour & Co. in their financial statement for the fiscal year ending October 27, 1928. Net earnings—after allowances for depreciation, income tax, and interest on borrowed money—amounted to \$11,326,426, and, after preferred-stock dividends, to \$2,246,320. Surplus at the end of the year stood at \$46,788,115, against \$46,424,438 the year before.



Cowboy boot that stands the gaff

When he-men riders demand quality and style—they wear Justin's Cowboy Boots. They've heard the old-timers praise 'em as a real boot for a real man. They try 'em—and one trial for a Justin Boot means that no other kind will fill the bill. Fifty years of knowing how goes into every boot. Why not try 'em?



At your dealer's in many styles

Here is shown our Style No. 3052. A serviceable boot, snappy and dependable. Black Cereco Vamp, black kid top, one row of stitching. Stitched toe. A real value for only \$20.00. At your dealer's—or if he can't supply you, write us direct.

H. J. JUSTIN and SONS, Inc.

320 South Lake Street
FORT WORTH, TEXAS

The South American meat trade prospered, according to the forecast of a year ago, says President F. Edson White, who predicts a normal supply of live stock during 1929, a possible slight decrease in the number of cattle marketed being offset by ample receipts of hogs.

SWIFT'S EARNINGS IN 1928

Sales of \$970,000,000—an increase of \$45,000,000 over the previous year—are recorded in the report of Swift & Co. for the twelve months ending November 3, 1928. Net earnings totaled \$14,813,182, and surplus profit, after dividend payments, \$2,813,182, as compared with \$202,493 in 1927. Total surplus now stands at \$76,139,884. During the year, \$515,000,000 was paid out for live stock.

"Results both on beef and pork have been disappointing this past year," says President Louis F. Swift. "The reduction in cattle receipts has reduced our beef volume, and the high level of beef and cattle prices has added to the difficulty of making a profit on our cattle business."

Three plants were added during the year to the company's packing-house facilities.

WILSON REPORTS BETTER YEAR

Volume of sales of Wilson & Co. for the fiscal year ending October 27, 1928, amounted to \$295,000,000, as compared with \$285,000,000 the preceding year. Net earnings, after depreciation and interest deductions, were \$2,207,877, which, carried to the surplus, made a total surplus of \$4,525,593.

"High cattle prices, affecting consumption," says the report, "made it difficult to avoid losses in the beef end of the business. Pork products were on a more favorable basis, although prices declined toward the end of the year."

"We look forward to the new year confident of increased profits."

CUDAHY COMPANY INCREASES EARNINGS

Sales amounting to \$251,150,000, and net profits of \$2,567,328, are reported by the Cudahy Packing Company for the fiscal year ending October 27, 1928. Last year sales totaled \$233,325,368, and net profits were \$2,353,959. Surplus of the company is now \$12,644,735. During the year, \$164,090,022 was paid for live stock.

"The principal reasons for profits not being larger were a sharp decline in the prices of pork products during the last two months of the year and a falling-off in the demand for beef," says the report.

No More Lice--Cattle Contented

Rock Port, Mo.

I have used the Automatic Currying and Dipping Machines for several years, and believe it is a good investment.

The cattle that have been allowed to run to this machine have been much cleaner of lice than the cattle which have not had a machine. It removes the long hair much faster than the normal way of shedding, and leaves cattle relieved and contented.

(Signed) W. C. SCAMMAN.

Write today for prices and descriptive literature

Automatic Currying & Dipping Machine Co.

805 Third Street

PENDER, NEBRASKA



We invite investigation. Write to any farmer or feeder who is a user of the Automatic Currying and Dipping Machine.

DRIED FRUIT

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FOR SALE

Mountain Ranch, located 8 miles south of Tracy, California—5,927 acres; fenced and cross-fenced on practically every section; barns; windmills; grass; creek running through. Valley Ranch, located 6 miles south of Tracy, 2 miles from station on Western Pacific, and 1 mile from lima bean district—480 acres; fenced; barns; windmills; dwelling; alfalfa adjoining; irrigation ditch running diagonally through. Terms. Address

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250 No. 1 Hereford and Durham stock cattle for spring delivery—65 cows with calves at side; 65 yearlings and two-year-old steers; 60 cows that will have calves during spring and early summer months; 55 yearlings and two-year-old heifers; 15 weaner calves. These cattle are in good condition and can be seen at any time after March 15 at Bruneau, Idaho.

Roland J. Hawes, Bruneau, Idaho

For Sale By Owners

Sheep Ranch and Cattle Ranch, both located in Beaverhead County, southwestern Montana—largest live-stock county in Montana. Forest permits for summer grazing of stock. Ranches offered with or without live stock.

Further particulars upon request.

H. E. MORSE

Dillon, Montana

1,000-Acre Ranch For Sale

Five miles from Torrington; on paved highway; running water, trees; 411 acres under ditch, 151 acres alfalfa; 2 sets improvements; good stock and dairy layout; in the famous North Platte Valley.

C. O. DOWNING Torrington, Wyo.

Farm or Ranch Wanted

What have you? Send complete details, with price.

EMORY GROSS
North Topeka, Kan.

WANTS GOVERNMENT TO RETURN MONEY LOST ON CATTLE

Ray Morley, of Datil, New Mexico, representing about fifty cattlemen of that state, has been in Washington in the interest of a bill, which he hopes to have introduced in Congress, authorizing the War Finance Corporation to return to the cattlemen \$12,000,000 which, he claims, was lost by it through mismanagement of about 200,000 head of cattle during the period following the World War. The cattle were used as collateral for loans, were taken over by the corporation under a receivership, and were driven to grazing fields in the Republic of Mexico, where, it is alleged, they lost greatly in condition.

L O CATTLE COMPANY

The organization of the L O Cattle Company, Inc., to stock the old L O and W L ranges, comprising some 90,000 acres, is one of the outstanding developments in the live-stock industry for the Miles City, Montana, territory. The stockholders are Arthur T. McIntosh and Walter G. McIntosh, of Chicago; Henry I. Harriman, of Boston, and Ed Light, of Miles City.

The first move on the part of this company was to purchase 1,000 two-year-old Matador Hereford heifers from the Panhandle of Texas, which had spent one year in Wyoming. In addition to the Matador heifers, 1,500 head of native cattle, consisting of cows, heifers, and calves, were bought locally. Seventy-five head of registered Hereford range bulls were obtained to use with the grade herd. At the A. B. Cook dispersion sale at White Sulphur Springs, two carloads of two-year-old registered heifers, to use in producing pure-bred bulls for the range herd, were purchased.

The L O Cattle Company has leased the L O and W L ranges from the McIntosh land interests, and will carry the well-known L O brand started by Holt, one of the famous Montana stockmen, in 1887.

How to Be Your Own Ancestor.—A man in a letter to the *Harrodsburg Herald* claims he is his own grandfather. His letter says: "I married a widow with a grown daughter. My father, a widower, married my stepdaughter, thus becoming my son-in-law, and his wife, formerly my stepdaughter, became my stepmother also. My wife also became my grandmother, for she was the mother of my stepmother, and, as the husband of anyone's grandmother is called grandfather, I must be my own grandfather."—*Lexington (Ky.) paper.*

FOR SALE

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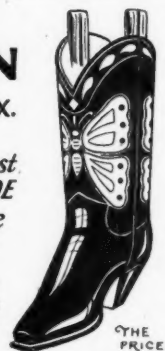


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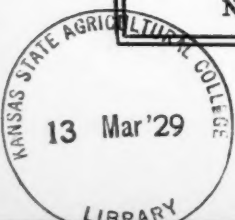
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Co-operatives Co-operate On Tariff

TO SUCCEED in convincing the Ways and Means Committee that a tariff on live stock and live-stock products is needed, the live-stock producers of the country must be agreed among themselves.

Everyone at all interested in the tariff has been gratified to note that the twelve co-operative live-stock commission associations of the National Live Stock Producers have joined forces with the Farmers' Union Co-operative Agencies at Kansas City, St. Joe, Omaha and Sioux City, the Farmers of St. Louis, and the Central Co-operative of St. Paul, and have unanimously agreed upon a schedule of increased rates. It is also gratifying to every live-stock producer to know that these large and influential business organizations have presented their proposal through one representative.

Action on the live-stock tariffs will be watched with especial interest in the short session of Congress now promised. Whether the proposed schedule will be accepted as offered remains to be seen. At any rate, the important live-stock co-operatives have demonstrated that they can co-operate.

THE NATIONAL LIVE STOCK PRODUCERS ASSOCIATION

608 South Dearborn Street, Chicago, Illinois

with the following marketing agencies:

Producers Commission Association
Sioux City, Iowa

Producers Commission Association
Kansas City, Missouri

Producers Live Stock Commission Association
National Stock Yards, Illinois

Peoria Producers Commission Association
Peoria, Illinois

Producers Co-operative Commission Association
Pittsburgh, Pennsylvania

Producers Commission Association
Indianapolis, Indiana

Producers Co-operative Commission Association
Buffalo, New York

Chicago Producers Commission Association
Chicago, Illinois

Producers Co-operative Commission Association
Cincinnati, Ohio

Producers Co-operative Commission Association
Cleveland, Ohio

Michigan Live Stock Exchange
Detroit, Michigan

Evansville Producers Commission Association
Evansville, Indiana

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